

Italians Say They Achieved Cold Fusion With a New Method

ROME — Italian scientists announced Tuesday that they had achieved nuclear fusion at room temperature, but without electrolysis as in previous successful experiments. They warned that the practical applicability of their results was uncertain.

The scientists performed a series of experiments at the National Agency for Alternative Energy in Frascati just outside of Rome in recent days. They said that they measured large neutron emissions but that the energy output was too low to register.

"The experiment is totally different from former ones," said Umberto Colombo, head of the agency. "We achieved cold fusion without the use of heavy water or electrolysis. We have paved the way for a new road to fusion research. What we don't know yet is if the energy generated is sufficient to justify practical application."

"If this experiment were not of such great impor-

tance to the public," said Professor Francesco Scarrazzini, who performed the tests, "we would never have announced the discovery at this point. We are still in a very preliminary phase."

The experiment was one of scores around the world being undertaken in an attempt to verify the results reported last month by American and British scientists who asserted that they had achieved nuclear fusion in a jar of water at room temperature.

B. Stanley Pons, an electrochemist at the University of Utah, and his collaborator, Dr. Martin Fleischmann, an electrochemist at the University of Southampton in Britain, startled scientists with their initial report March 23.

They said they had created fusion using a simple electrolytic cell filled with heavy water, in which ordinary hydrogen is replaced by deuterium, its heavier isotope. Although they cited much experimental

evidence, they acknowledged that they were baffled at how the fusion had occurred.

Steven Jones of Brigham Young University in Utah reproduced their experiment soon afterward. This resulted in a high neutron emission but barely any energy.

The three scientists carried out electrolysis experiments, using an electrical current to herd hydrogen atoms into metal electrodes, where the atoms were apparently forced to fuse because of proximity.

"After Jones' experiment," Dr. Scarrazzini said at a news conference, "I asked myself, how important is electrolysis? There must be more than one road to fusion."

Dr. Scarrazzini said that on two occasions they measured high emissions of neutrons after placing a pad of titanium fibers and heavy deuterium gas in a special metal tube and subjecting it to various pressures and temperatures.

Dr. Scarrazzini said the energy output of the experiment was too low to be registered.

Scientists have been searching for decades to find a way to harness nuclear fusion. But until now standard experiments have used extremely high temperatures and machines the size of houses.

Test Yields Rare Gas

Two University of Utah chemists announced Monday that they had detected a rare form of helium in a "cold fusion" experiment, offering the most compelling evidence to date in support of Dr. Pons' findings, the Los Angeles Times reported.

"This is the kind of evidence the physicists have been waiting for," Cheves Walling, a chemistry professor at the university, said in a telephone interview.

Dr. Walling and John Simons, a fellow chemist, detected helium-4 in one of several fusion experiments that are now producing heat.

WORLD BRIEFS

Soviet Relief Convoy Reaches Kabul

KABUL (Reuters) — A convoy of Soviet arms and food supplies on Tuesday broke through a mujahidin blockade and entered Kabul in the biggest operation of its kind since Soviet troops left Afghanistan two months earlier.

Helicopter gunships escorted columns of tanks, armored cars, mounted rocket launchers and food trucks into the capital after the convoy had run a gauntlet of guerrillas in mountains dominating the Salang Highway.

Drivers said the convoy of about 1,000 armored vehicles and 500 trucks carrying rice, flour and wheat took 45 days to get from the Soviet border, normally a three-day trip.

Hoffman a Suicide, Coroner Says

DOYLESTOWN, Pennsylvania (AP) — Abbie Hoffman, a leader of the 1960s anti-war movement, who died last week, committed suicide with a "massive overdose of a prescription drug" known as phenobarbital, a coroner, Dr. Thomas Rosko, said Tuesday.

"The death was from the combined effects of phenobarbital and alcohol," Dr. Rosko said at a news conference. Laboratory tests showed that two other drugs were present in Mr. Hoffman's system, Dr. Rosko said. But they were found only in small amounts, he added, and had no connection with Mr. Hoffman's death.

In June 1988, Mr. Hoffman said he was taking painkilling medication that a doctor had prescribed for injuries he had suffered in an auto accident. Phenobarbital is a long-acting sedative and an anti-convulsant. Mr. Hoffman, a former pharmaceutical salesman, was considered a self-taught expert in drugs.

14th Japanese Charged in Stock Case

TOKYO (AP) — Prosecutors filed bribery charges Tuesday against a former senior government official caught up in the Recruit stock-profiteering scandal and said they would now focus the investigation on politicians.

The Tokyo District Public Prosecutor's Office charged Kunio Takahashi, 55, a former deputy minister of education who was arrested March 28. He was the 14th person — all businessmen or bureaucrats — arrested so far in the scandal. Mr. Takahashi is accused of receiving bribes from Recruit Co. and providing favors for the information and publishing conglomerate.

Aides of Prime Minister Noboru Takeshita and former Prime Minister Yasuhiro Nakasone profited in the stock deals, but both men have denied any personal wrongdoing. Recruit sold unlisted stocks in a subsidiary at bargain prices to about 160 politicians, officials and businessmen. The buyers profited handsomely when the shares were listed for public trading and shot up in price.

Troops Leave as Tbilisi Curfew Ends

MOSCOW (Combined Dispatches) — Troops left the capital of Soviet Georgia on Tuesday and the authorities lifted an overnight curfew that was imposed after 19 demonstrators were killed in clashes with troops.

Foreign Minister Eduard A. Shevardnadze, sent to Tbilisi to help restore order, returned to Moscow. In remarks made public by Tass news agency, he called the events of April 9 "a tragedy for the people" and said they had caused "vast damage" to the Kremlin's drive for renewal.

A Georgian television editor said that the Health Ministry was still searching for 14 persons listed as missing after the violence. Tbilisi residents have been posting lists on walls claiming that 100 people disappeared after the clash and that many were killed. (Reuters, AP)

Germans Won't Link Bomb Blasts

FRANKFURT, West Germany (AP) — The authorities said Tuesday that they were treating the explosion that killed a policeman Monday and the bombing of a Pan Am plane over Scotland in December as separate incidents, even though the bombs in both incidents were hidden in radios.

The explosion Monday killed a 35-year-old federal police officer and critically injured another as they tried to defuse the bomb inside federal police headquarters in Wiesbaden. The bomb was one of two found last week as part of an investigation of two alleged Palestinian terrorists, police said. The Palestinians, suspected of being members of the Popular Front for the Liberation of Palestine-General Command, a Syrian-sponsored group, were arrested in October.

Officials have declined to connect the Palestinian case with the Pan Am investigation and have repeatedly denied that there is any evidence clearly linking the explosions.

MBB Denies Helping on Iraqi Missile

MUNICH (Reuters) — The West German aerospace firm Messerschmitt-Bölkow-Blohm GmbH said Tuesday that it had helped Iraq with military research, but denied that the contract involved building a missile.

The company said that its MBB-Transtecnia subsidiary was a subcontractor in a project, now under international scrutiny, to build laboratories for military and other research in the Iraqi town of Mosul. Israel expressed concern last week that the firm had helped Iraq build a missile that could reach the Jewish state.

Dubcek Speaks Out on 1968 Events

BUDAPEST (Combined Dispatches) — Alexander Dubcek, the former Czechoslovak leader, says that the former leaders of Hungary and Poland could have prevented the 1968 Soviet-led military intervention that quashed his program for change.

Mr. Dubcek said he had hoped that János Kádár, the Hungarian leader at the time, "would finally say 'no' to the intervention," or that Wladyslaw Gomulka of Poland would have the strength to do so. "They also would have been able to prevent the intervention," Mr. Dubcek said in an interview with Hungarian television broadcast Monday.

In Moscow, the Czechoslovak leader, Milos Jakes, ruled out the rehabilitation of Mr. Dubcek, saying: "No one would accept that an outlaw would understand it. It would be wrong." Speaking at a news conference Tuesday after meeting Mikhail S. Gorbachev, the Soviet leader, Mr. Jakes reaffirmed Prague's commitment to hard-line socialism. (Reuters, AP)

TRAVEL UPDATE

Kenya Airways Is to Reduce Service

NAIROBI (AFP) — Kenya Airways has decided to suspend flights on some internal and international routes in a low season cost-cutting exercise, a spokesman said Tuesday.

The national carrier is also postponing a Nairobi-Copenhagen flight planned for mid-June. It will start in November. The airline is suspending one flight each week to the African destinations of Addis Ababa, Entebbe, Uganda, and the Rwandan capital of Kigali. The Ethiopian capital will be served until November by one flight, Entebbe by four, Kigali by two.

The Yugoslav national airline, JAT, will open a direct link between Belgrade and Seoul. The two countries announced April 12 that diplomatic relations were to be established, newspapers said Tuesday. (AP)

WEATHER

EUROPE				ASIA			
	HIGH	LOW			HIGH	LOW	
Algeria	17	8	C	F	27	19	C
Amsterdam	17	8	C	F	27	19	C
Belgium	17	8	C	F	27	19	C
Brussels	17	8	C	F	27	19	C
Frankfurt	17	8	C	F	27	19	C
London	17	8	C	F	27	19	C
Madrid	17	8	C	F	27	19	C
Moscow	17	8	C	F	27	19	C
Paris	17	8	C	F	27	19	C
Rome	17	8	C	F	27	19	C
Stockholm	17	8	C	F	27	19	C
Vienna	17	8	C	F	27	19	C
Zurich	17	8	C	F	27	19	C
AFRICA				LATIN AMERICA			
Algiers	17	8	C	F	27	19	C
Cairo	17	8	C	F	27	19	C
Harare	17	8	C	F	27	19	C
Luanda	17	8	C	F	27	19	C
Nairobi	17	8	C	F	27	19	C
Tripoli	17	8	C	F	27	19	C
NORTH AMERICA				OCEANIA			
Albuquerque	17	8	C	F	27	19	C
Atlanta	17	8	C	F	27	19	C
Boston	17	8	C	F	27	19	C
Chicago	17	8	C	F	27	19	C
Denver	17	8	C	F	27	19	C
Detroit	17	8	C	F	27	19	C
Houston	17	8	C	F	27	19	C
Los Angeles	17	8	C	F	27	19	C
London	17	8	C	F	27	19	C
Los Angeles	17	8	C	F	27	19	C
Manila	17	8	C	F	27	19	C
Mexico City	17	8	C	F	27	19	C
Moscow	17	8	C	F	27	19	C
New York	17	8	C	F	27	19	C
San Francisco	17	8	C	F	27	19	C
Seattle	17	8	C	F	27	19	C
Shanghai	17	8	C	F	27	19	C
Singapore	17	8	C	F	27	19	C
Tokyo	17	8	C	F	27	19	C
WEDNESDAY'S FORECAST				CHANNING: Slightly cloudy, fair, pleasant; showers, 11-15; 16-20; 21-25; 26-30; 31-35; 36-40; 41-45; 46-50; 51-55; 56-60; 61-65; 66-70; 71-75; 76-80; 81-85; 86-90; 91-95; 96-100; 101-105; 106-110; 111-115; 116-120; 121-125; 126-130; 131-135; 136-140; 141-145; 146-150; 151-155; 156-160; 161-165; 166-170; 171-175; 176-180; 181-185; 186-190; 191-195; 196-200; 201-205; 206-210; 211-215; 216-220; 221-225; 226-230; 231-235; 236-240; 241-245; 246-250; 251-255; 256-260; 261-265; 266-270; 271-275; 276-280; 281-285; 286-290; 291-295; 296-300; 301-305; 306-310; 311-315; 316-320; 321-325; 326-330; 331-335; 336-340; 341-345; 346-350; 351-355; 356-360; 361-365; 366-370; 371-375; 376-380; 381-385; 386-390; 391-395; 396-400; 401-405; 406-410; 411-415; 416-420; 421-425; 426-430; 431-435; 436-440; 441-445; 446-450; 451-455; 456-460; 461-465; 466-470; 471-475; 476-480; 481-485; 486-490; 491-495; 496-500; 501-505; 506-510; 511-515; 516-520; 521-525; 526-530; 531-535; 536-540; 541-545; 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**A NEW
POWER
IS BORN.**

APRIL 1989

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Herald Tribune

Published With The New York Times and The Washington Post

Role of the World Bank

For 40 years the world has been searching for reliable ways to enable poor countries to grow and develop faster. The enormous disparities between life in the rich countries and in the poor ones have been an enduring burden to the consciences of the first and the hopes of the others. One necessary ingredient is money, in the form of foreign aid. But experience has shown that money alone isn't enough. Some of the world's poorest countries are organized in ways that excessively benefit the people who run them, at great cost to the rest of the population. The international development agencies, most notably the World Bank, keep nudging those governments toward reform. The friction between the bank and the recipients of its advice is continuous.

The United Nations Economic Commission for Africa, representing African governments, has just issued a denunciation of the bank, charging that its policies mean endless recession and cuts in social services. But these are countries — with some interesting exceptions — in which public policy frequently interferes with growth. For example, many placate their city dwellers with price controls on food; the effects on the farmers and agriculture are devastating.

The World Bank's Development Report pointed out last year that a large share of health spending in sub-Saharan Africa goes

to support hospitals that serve cities. These hospitals are heavily subsidized, mainly benefiting people with relatively high incomes, and the result is to draw funds away from the rudimentary public health programs in rural areas where the return on each dollar, in terms of disease and deaths prevented, is far greater. Similarly, some of Africa's poorest countries provide substantial living allowances to university students regardless of need. It is one thing for a massively prosperous country like West Germany to do that. It is entirely another in a society in which half of the adults are illiterate and fewer than half of the children are in school at all. It is not only that resources are inadequate in these countries. Even those resources are, for political reasons, used in ways that retard and discourage economic growth.

These painful subjects do not get much public discussion in the rich countries, because it soon begins to sound as though the rich were blaming the poor for their poverty. The rich have a responsibility to keep providing aid, and more of it than they now offer. But the poor have a corresponding responsibility to use the aid well. The World Bank keeps pressing them, and they resent that. As long as it is doing its job, you can expect this kind of tension between the World Bank and the African governments to persist.

— THE WASHINGTON POST.

Working With Mexico

As Mexico begins to renegotiate its debts, it will be testing the world's financial system. The rich countries have agreed, some with more enthusiasm than others, that debts cannot be allowed to crush the prospect of growth in poor countries — not in those, at least, that are willing to help themselves by undertaking internal reforms. Of all the big debtors, Mexico has done by far the most to reform its economy. What are the creditors going to offer in response?

The nature of the debt negotiations is changing. Mexico is in a stronger position than in the previous rounds of wrestling over these debts. Nicholas Brady, U.S. secretary of the Treasury, has endorsed the idea of debt reduction. At the same time, the International Monetary Fund is changing its policy in a way that helps Mexico. Previously the IMF insisted on a coordinated package of loans from the commercial banks to accompany its own lending. That gave the commercial banks great leverage by enabling them to delay IMF support while they pressed their own interests. Now the IMF is in the process of lending Mexico \$3.6 billion without waiting for the commercial banks to go along. Things are moving.

The Brady plan is unclear on many essen-

tial points. Mexico is the demonstration case in which they have to be worked out.

The doubts about the Brady proposals begin with the numbers. The amounts of money under discussion so far are hardly enough to make a substantial difference to the debtors. To succeed, the new strategy will have to relieve the present financial strains sufficiently to get stagnant economies growing again. A 20 percent reduction of debt service isn't enough to do that. The combination of debt service reduction and new lending is going to have to be much larger.

That leads to another doubt. If banks are being pressed to reduce past loans, it is not realistic to think that many of them are going to make large new loans. But if money doesn't come from the commercial banks — the chief source in the past — where will it come from? Some of it will come from the IMF and the World Bank. How much?

But amid the doubts there are hopeful signs. Mexico, under strong leadership, is showing courage and initiative. It has good friends in the Bush administration. Debt reduction is now at the center of the talks, and it is in the interest of everyone, including the banks, that they succeed.

— THE WASHINGTON POST.

Wright Stands Accused

For days now, Jim Wright has been answering charges not yet made by the ethics committee of the House of Representatives. Now, after months of investigation, the charges are on the table — and they look even worse than he suggested. The speaker of the House is accused of scheming to evade congressional limits on outside income and of taking gifts from a wealthy Texas friend with a direct interest in legislation.

The case, offered by a unanimous committee of six Democrats and six Republicans, is not open and shut, but neither is it frivolous or partisan. Whatever the outcome, the committee deserves praise for courage, fairness, and a fair-minded view. As Chairman Julian Dixon of California is quick to note, making the charges is one thing; it will be something else to prove them, under a more stringent standard. The committee's special counsel must now persuade the members with "clear and convincing" evidence of wrongdoing. Otherwise there can be no basis for the unprecedented disciplining of the highest House officer.

The charges convey an ugly picture. One set concerns bulk sales of a paperback book of Mr. Wright's speeches. In the committee's preliminary view, these sales constituted a backdoor way to give him more income from speeches than House rules permit. In seven separate instances, the Texas Democrat or his staff are said to have negotiated bulk book sales as a substitute for speaking fees.

Another set of charges involves Mr. Wright's acceptance of \$145,000 in gifts since 1977 from a wealthy Fort Worth de-

veloper who stood to gain from federal grants and regulatory relief for business lenders in Texas. There may be a fair argument over these charges. Did the businessman in fact have sufficient interest in legislation to make his gifts improper? Did the speaker's wife perform so little work for the businessman that her salary amounted to a portion of the improper gifts?

The speaker is entitled to defend his reputation and has already contested the charges vigorously, even before their issuance on Monday. But he and his supporters must now meet the committee's standard of fairness. Some of his defenders accuse the ethics committee of writing new rules and of penalizing working wives.

But the rules against improper gifts are neither new nor utopian. What is new, and admirable, is the committee's evident determination to enforce them against the powerful. And if the House should conclude that Mrs. Wright's employment was a sinecure and a conduit for gifts to the speaker, that will not impugn other working wives, as Mr. Wright's defenders argue.

The ethics committee has already done its ethical proof. When it was appointed, there were open hoots of cynicism at its willingness to take on the king of the House. It handled evidence discreetly and bore criticism in silence, delivering its indictment only when ready. Having indicted, it must impartially try the speaker. Its judicious demeanor to date augurs well for a fair trial in the politically tense days ahead.

— THE NEW YORK TIMES.

Other Comment

Peace Talks in Sri Lanka

The daunting display of destruction in Sri Lanka was overshadowed last weekend by a glimmer of hope in the form of the Tamil Tigers' acceptance of President Ranasinghe Premadasa's long-standing invitation to initiate a peace dialogue. What it will lead to is too early to tell. That said, one has to recognize that the positions of Mr. Premadasa and the Tigers are far apart. The Tigers are saying that as long as the Indian peacekeeping force remains bivouacked on their soil and as long as the Colombo government refuses to recognize the two-nation theory, they will continue with their struggle for independence. Mr. Premadasa has swept the two-nation theory under the carpet with a package of proposals that does not include granting a separate state for the Tamils but (offers instead) a

few seats in Parliament. Still, there is hope in that they have agreed to stem the senseless drift using words, not weapons.

— Business Times (Singapore).

Food Surpluses in Africa

Twenty African countries last year registered excellent crop harvests. But the glut is not necessarily a good omen because the lucky countries lack the capacities to dispose of the surpluses. The only way Third World governments can overcome their embarrassing inability to maintain a semblance of equilibrium in the face of the many vicissitudes they daily confront is to adopt an integrated approach to the management of resources. They have to foresee surpluses and prepare for them just as they should expect natural disasters.

— Daily Nation (Nairobi).

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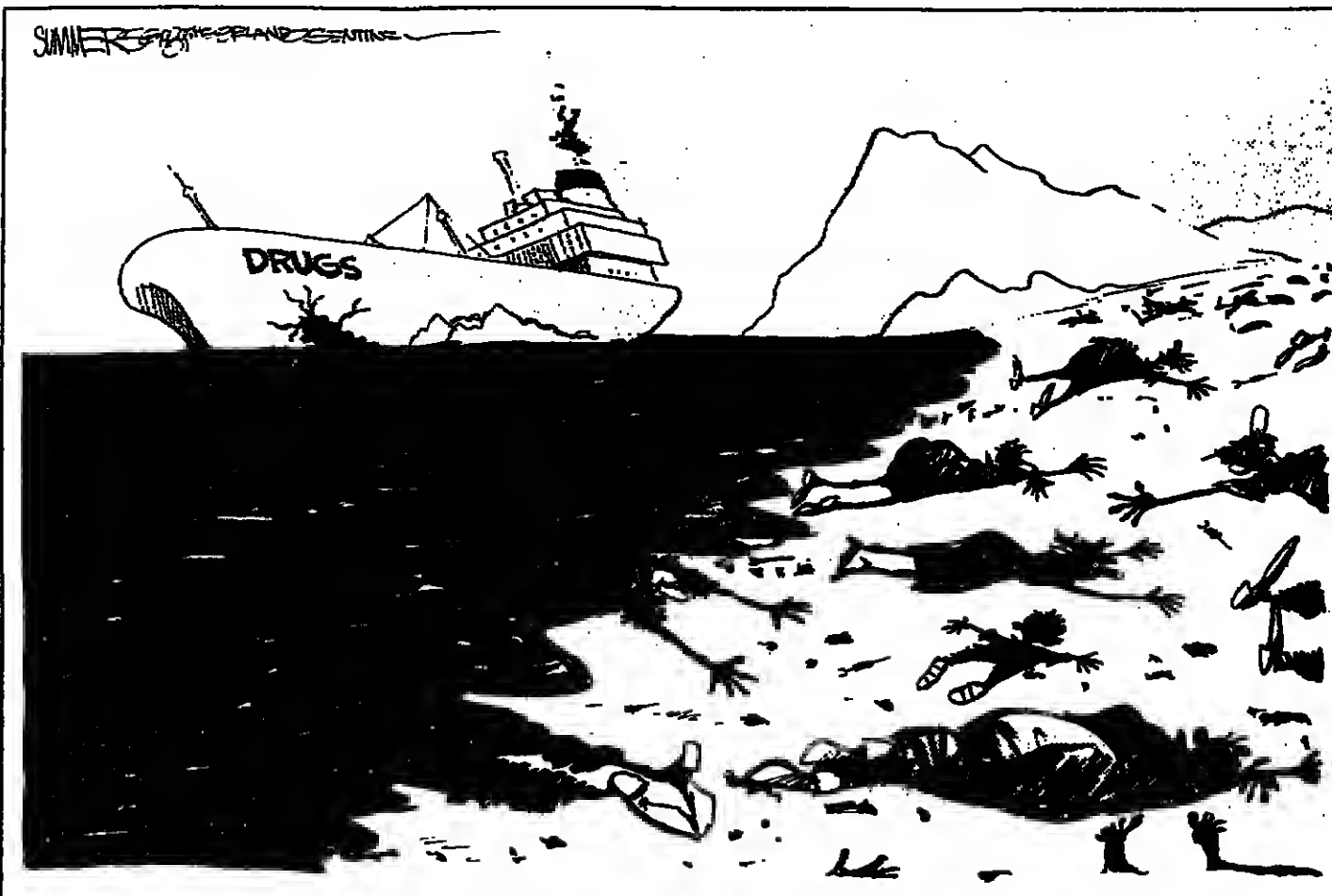
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OPINION



Shamir Won't Risk a Lebanon on the West Bank

By A. M. Rosenthal

NEW YORK — Yitzhak Shamir left the United States last week slightly pleased with himself but still wary as a cat in the night.

The prime minister of Israel has never been the most popular Israeli to visit Washington. Mostly it is because of his politics. But it is also because the man has absolutely no political glitz at all, none.

Americans, non-Jew and Jew, like Israeli leaders to be a little romantic. David Ben-Gurion looked like a lion. Moshe Dayan had that billion-dollar eye patch, and Golda Meir was a mother commanding a fighting army. Mr. Shamir is short, and he has a funny little mustache. He has none of the Churchillian cadences with which Abba Eban enchants Americans.

When he speaks English, it is not in the accents of Britain or the United States that Americans somehow expect but of the shtetl — which may be more typical of Israel but is not nearly as politically appealing.

But he is not the political caricature that is usually drawn — building tough to the point of self-destruction. So he is quite sensitive enough to know that on the trip to the United States he had to make some movement toward the reality of the growing American sympathy for the Palestinian movement.

He did. He accepted what he had once rejected: the essence of the Camp David agreement. He offered elections in the West Bank to choose representatives to negotiate for five years of civil self-rule. That would be followed by negotiations for the final settlement, with no commitments given or asked of either side in advance.

Of course he knew that the Palestinians would reject the offer because it excluded the Palestine Liberation Organization — even though it would permit PLO sympathizers and even members to be elected.

Some of his own party are objecting, as he knew they would. But he also knew that his offer would have positive impact among Israelis and friends of Israel who want some movement toward the Palestinians. That is happening already, in Israel and the United States.

But Mr. Shamir knows that because of the intifada, pressure will increase on Israel to accept the PLO and thus, tacitly, the PLO goal of a Palestinian state.

The fall horror of what another Palestine could mean is being played out next door in Lebanon. Every day thousands of Syrian shells tear at Leb-

anese buildings and bodies. The Syrians are foreign aggressors, Arabs killing Arabs in an Arab land. The world does not give one damn. No country moves — none of the Western, Third World or Soviet bloc nations now pushing Israel to create a new Lebanon on the West Bank.

About 2.3 million Palestinians live in Syria, Jordan, Lebanon and other Arab states. About 800,000 of them have been kept for decades in miserable United Nations-supported refugee settlements. They live and die in those filthy camps because for 40 years the Arab states have refused to take them into their societies — as refugees have been taken in by kinship countries all over the world.

These Palestinians will obviously demand the right of entry to the new Palestinian state — and they could not be denied.

They and their leaders have no ties to the West Bank — only to their original villages and towns, now part of Israel.

The rules of the mini-Palestine on the West Bank will not be adolescent rock throwers but the heads of hard-line Palestinian political and terrorist organizations, now in angry

exile. Then will begin the next phase in the frequently reiterated PLO plan — saving out from the mini-Palestine to take over the whole territory in one Palestinian state.

The war of expansion against Israel will be armed by Syria, Iraq, Libya and other countries with long-range missiles and chemical weapons. But long-range missiles may not be needed. This war will be fought from bases on the West Bank, a few miles from Jerusalem and Tel Aviv.

Syria dreams of an empire that includes Palestine, Lebanon and Jordan. Damascus will take sides among the Palestinian groups to create the chaos important to its imperial plans. That is why Syrian shells fall on Beirut.

The Israelis will be fighting not just the Palestinians of the West Bank but the combined force of the Palestinians now outside Palestine, plus the power of the Syrians, Libyans and whatever other Arab-haters around the world want to get into the battle.

In the West it all seems terribly complicated and obscure — as in Lebanon. Will the world give a damn? Will it rush in to save the Israelis? Perhaps. It is a chance Mr. Shamir will not take, nor will his countrymen force him to it.

The New York Times.

For Democracy in the Philippines to Take Off

By Richard G. Lugar

The writer, an Indiana Republican, is a member of the Senate Foreign Relations Committee.

WASHINGTON — President Corason Aquino recently celebrated the third anniversary of the "people power revolution" that restored democracy to the Philippines. Leaders in South Korea, Pakistan and Chile cite this successful nonviolent challenge to Ferdinand Marcos as the catalyst for their own democratic progress.

But the fate of Mrs. Aquino's efforts to advance democracy now depends on her ability to bring economic benefits to the Filipino people. Seventy percent of them live in severe poverty. The nation owes \$29 billion, and debt service of \$3.1 billion runs more than double foreign aid. The government is fighting a protracted insurgency fed by the chronic poverty.

In January, I met with Mrs. Aquino and others in Manila to discuss a Multilateral Assistance Initiative, which I believe can jump-start the Philippine economy. It would include a substantial increase in aid over five years from several donors, increased private investments, an opening of markets and privatization of the economy.

For the plan to work, the Philippine government must develop a credible economic plan with clear-cut priorities for creating capital, new

jobs and broadly shared prosperity. The plan must include steps that Mrs. Aquino has outlined for reducing funds in the international aid pipeline. Without such a comprehensive economic plan and sound management, few countries or private firms will have the confidence to invest.

Such a program could help make the Philippines the next economic "tiger," following South Korea and Taiwan. Although it stands on its own, the MAI has security implications for the United States. Last October, we signed a two-year base review agreement providing for short-term stability in security ties and additional resources to the Philippines. Progress in the MAI will build on this agreement. Improved economic performance in 1989-90 will create a promising atmosphere for discussions on the future of security relations.

The success of the plan rests with the United States and its friends, particularly the Japanese and the Europeans. U.S. diplomats have been successful in generating interest among them for the MAI, but the key is the U.S. contribution. President George Bush has asked Congress for an initial \$200 million for fiscal year 1990 — a move which would supply the requisite American leadership. While in Manila, I cautioned my hosts that the MAI was not a "done deal," that it should not be viewed as an entitlement based on long-standing ties and that securing the funds would be an uphill battle as pressures grow to reduce federal spending. Nonetheless, the decision on the \$200 million increment will breathe life into the MAI and convince other contributing nations that the United States is serious.

The Philippines is now at a point at which steady improvement in the economy would provide more room for democratic institutions. Slow growth or decline would weaken confidence in the political system. If Philippine democracy fails, it will be an awesome setback for American foreign policy, for American security interests in the Pacific and for the forces of democracy around the world.

The Washington Post.

Trade Bouts: Japan vs. Europe Is the Main Event

By William Pfaff

CHICAGO — "Reciprocity" is the word that strikes fear in the hearts of Japanese and U.S. trade negotiators as they contemplate the single European market planned for the end of 1992. At a recent conference on world trade held here by the Chicago Council on Foreign Relations, American and Japanese speakers warned the Europeans again and again that the principle of reciprocity for market access would be unacceptable. But do they have much choice?

The fact is that the United States and Japan are vulnerable to Europe in its new economic incarnation. They need Europe's markets more than Europe needs them.

Europe takes a quarter of U.S. exports. Its own trade is chiefly internal, among the 12 states of the European Community. Next most important for the Community is trade with outer Europe — the six states of the European Free Trade Association: Switzerland, Sweden, Norway, Austria, Finland and Iceland. Combined EFTA trade with the United States and Japan is less important than trade with the EFTA countries, and EFTA is moving steadily closer to the Community.

Reciprocity, as trade officials use the word, means that you have exactly the same access to my market as you give me to yours. Japan and the United States are not prepared to give the Europeans the same access that the new Europe of 1992 offers, potentially. The United States offers "national treatment," which means the same access to the market that U.S. companies have at home.

Access to Europe means most to Japan. U.S.-European problems chiefly concern banking, insurance and finance, where a variety of state and federal regulations restrict the operations of these businesses in a way they are not restricted in Europe, or prevent them from operating across state lines. After the removal of Europe's

internal barriers in 1992, U.S. banks, insurers and finance corporations installed in Europe will in principle be free to operate across 12 nations without hindrance. Europe's banks and businesses, on the other hand, will face the same state-by-state limits and the regulations they do today. They want equal access to the U.S. market. The United States cannot give it — short of a total remaking of the American financial marketplace. All this, however, seems ultimately negotiable.

The big battle is between Japan and Europe. Many restrictions are imposed today on Japanese imports by the major European countries. These are justified as retaliation for nontrade barriers imposed by Japan. The European nations are not of one mind on how to handle Japan, however, because the Japanese also offer investment and job creation.

The Japanese fear that in 1992 the strict restraints now imposed by certain European countries will be adopted Europe-wide. The Japanese say they cannot offer major reforms of their own nontrade barrier system, making the familiar argument of "special needs" and Japan's cultural inhibitions and traditions.

Japan's policy to correct existing and future trade imbalances is to invest more in Europe. That is, the Japanese propose to manufacture more inside Europe, as they already do in the United States, so as to supply their goods to the European market without exporting them from Japan — hence no trade balance problem. Japanese cars, or foreign models purchased by the Japanese, will be made overseas by Japanese companies employing local labor under Japanese management.

This is a plan that undeniably expands markets and creates employment; but it meets serious opposition from several European governments which do not wish to see a larger Japanese corporate presence in their industries. Not all take this position. Several of the more backward economies, and at least one of the more advanced, Britain's, are happy to have more Japanese investment.

There is a big fight going on at this moment between Britain and France because of French restrictions on Japanese automobiles assembled in British factories. The French say they are happy to import the cars, but under their quota for Japanese cars. The British demand that they be considered European cars. As 1992 approaches, the Japanese are developing a mounting appreciation, as Japan's vice minister of international trade and industry, Shigeo Morosoka, remarked in Chicago, of the "English landscape." Its beauties, in the Japanese eye, are political, or political-economic, as much as aesthetic.

Europe's trade barriers are directed chiefly at Japan. The disputes with the United States are much less important, even untoward, as in the case of the European ban on hormone-fed beef — which came about because of popular pressures in the ecologically conscious North European countries, not because of a plot in Brussels or by European trade ministries.

Europe, by and large, believes in managed trade. It always has and it still will after 1992. Japan believes in managed trade much more than do the Europeans. Japan's global predominance today is the direct result of a policy of managed trade, brilliantly directed and remorselessly executed.

The United States is the innocent in all this. Washington hears many calls for domestic protection, certainly, but most Americans believe in free trade and open markets. However, the United States is going to lose if it

makes it its policy to force Europe and Japan to stop managing trade. It ought to have found that out by now in dealing with Japan.

The serious struggle in any case is between Europe and Japan as 1992 approaches. It would be foolish for the United States to step into the ring between the two, giving them a men about virtues of free markets. It would be even more foolish for America to ally itself with Japan against Europe, as the Japanese would like Americans to do. The United States would do better to let the two belligerents in trade management settle this one between themselves.

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100, 75 AND 50 YEARS AGO

1889: The Royal Jewels

PARIS — The French Crown diamonds, or rather such of them as are still in the State's possession, were officially handed over (on April 18) to the Director of Fine Arts, represented by the Director of the Louvre. Some of the jewels will be remounted before being transferred to cases prepared for their reception in the Louvre.

1914: Mexican Dispute

WASHINGTON — The following statement was issued from the White House today (April 18): "General Huerta is still insisting on doing something less than has been determined, something less than would constitute an acknowledgment that his representatives were entirely wrong in the indignities they have put upon the Government of the United States." General Huerta has repeated his counter-proposition that the American return salute must be fired simultaneously with the Mexican and not

Jim Wright: The Road From Texas

By David S. Broder

WASHINGTON — In "Reflections of a Public Man," the exercise in vanity publishing which now is causing him such problems, House Speaker Jim Wright includes a bit from one of the hundreds of graduation speeches he has given over the years. He advised the members of this class that "everyone who has ever traveled the road of life has followed certain rules." So "choose your rut carefully — you will be in it for the next 20 or 30 or 40 years."

Applying that famous sentiment to Mr. Wright's own career, you could say that he has traveled a path to power that often ends in ruin.

Texas has a way of doing that to its politicians. Careers crash just when they seem to be soaring.

Lyndon Johnson, John B. Connally, Ben Barnes — what is it about these men and their state? What is it failing them share with Jim Wright?

Their common fault is overreaching. Seeking more power than it is healthy for one man to hold, or seeking to enhance and insulate their power with the comfort of leveraged economic security.

I do not offer my judgment on the specifics of the House ethics committee's report on the speaker. But it is clear to anyone who knows Texas that Mr. Wright has come face to face with the contradictions between the political standards of his home state and those that the nation expects to embrace and enforce at this moment.

Such rapid-rise-and-fall patterns are not unique to Texas politics, but they have a special character there. The ground rules are different.

Texas not only spawns people of immense political talent, it grows them at an early age. Mr. Wright was one of those precocious operatives, a decorated Army Air Force vet and member of the Texas legislature at age 23, mayor of his home city at 26, a member of Congress at 31.

Like others, he achieved real political power before he had the opportunity to secure a financial base. Like them, he was motivated not by money but by power. Yet he had the same debts and material desires as his contemporaries — many of whom were successful in extracting wealth from the expansive Texas environment as Mr. Wright and his breed were ineffectual in extracting power. That they would meet and do business was almost inevitable, given the Texas climate.

A select few politicians were spared the moral dilemmas of the situation because they had secured their wealth and social position as a family inheritance before they entered the political world. George Bush and James Baker were in that lucky position.

But for the poor boys like Mr. Johnson, Mr. Connally and Mr. Wright, it was never quite so uncomplicated. Back in 1972, "Neat" Peirce, writing in "The Megastates of America," described the common place transaction by which emerging Texas politicians were assisted in achieving an economic status less embarrassingly modest than their political standing would seem to deserve.

"If an establishment politician appears on the scene without 'pocket wealth,' Mr. Peirce wrote, 'he is taken to see that he stays a poor boy no longer. . . . With a little known fact that his inexperience might be undetermined in the process. A favorite way to do this is to sell the man stock in an up-and-coming local corporation. One of the establishment's banks is lined up to lend the man money to buy the stock, with the securities that serves the sole collateral.'"

The process is aided by two conditions more prevalent in Texas than elsewhere. As Mr. Peirce wrote: "The political life of Texas is directed by single minded establishment. There is no other state of the Union where the control is so direct, unambiguous, and commonly accepted." And "nothing that political/economic establishment, 'manipulation of government for direct personal gain is simply not regarded as very immoral.'"

That is why, Mr. Peirce wrote, "Texas's moment establishment has its Achilles' heel — ethics. . . . There is not even in theory a line between private interest and public responsibility, as the establishment sees it."

Jim Wright is a product of this culture. The Texas system has ruined more brilliant political figures than larger states have. And, within Texas, he has been capable of producing in the postwar period.

The specific acts (or which he has been arraigned as matters for his colleagues to weigh. But the rats on which he has traveled to this point were etched deep in the road before he ever set foot on his journey.

The Washington Post.

1939: Shanghai Killing

SHANGHAI — Wang Hsien, Secretary of the Greater Shanghai Municipal Council and chief of the foreign affairs section of the city, was knifed to death by assassins who identified themselves as "League of Iron and Blood of the Humbers of Trinites" on a piece of paper stuffed in one of the knife wounds. The slaying was the latest of a long series of attacks on Chinese puppet officials functioning in Japanese-controlled territory by terrorist bands. Meanwhile, in Chungking, Chiang Kai-shek predicted that prolonged resistance of the Chinese will reduce Japan to a second-class power, inevitably unable to continue the war.

Asian-Americans Are Paying For Their Passion to Excel

SAN FRANCISCO — The University of California at Berkeley says it is sorry. About time, you may say, remembering the 1960s. But the chancellor's grudging apology pertains to something recent, something that looks like racism practiced by a bastion of liberalism.

In a statement in which circumspicection competed with contrition, the chancellor said that "decisions made in the admissions process indisputably had a disproportionate impact on Asian-Americans. He blamed "insensitivity." But the real reason may be resentment

of people who are "different" and have the temerity to be excellent.

One group sensitive to that is the unfortunately named Chinese for Affirmative Action, located in Chinatown in San Francisco's first bookstore, CAA. There, Asian-Americans are facing what they see as a facade of the resentment reserved for "minorities" pressing for a fair share of the status conferred by institutions. Like American Jews before them, Asian-Americans have an intense desire to achieve social mobility by means of education, respect for which is inculcated by cohesive families.

"Race-conscious" policies are generally advertised as "remedial." They supposedly place floors beneath disadvantaged groups, guaranteeing a certain level of social participation. But race-conscious policies toward Asian-Americans are actually place ceilings through which they are to be allowed to pass.

Recently, Berkeley revised the formula by which applicants are evaluated. The new weighting — less weight for high-school grades, more for verbal tests — disadvantaged Asian-Americans, many of whom have English as a second language but are academic "overachievers." An interesting term, "overachievers."

"Over" what? Over their quota of excellence? Of America's rewards? Who sets these quotas?

About 9 percent of California high school graduates are Asian-Americans. Today, 26 percent of Berkeley's undergraduates are Asian-Americans. There is no doubt that most of them are race-conscious about engineering in the name of the latest theory of distributive justice.

Evaluating the aptitudes of young people for higher education is difficult. Academic freedom requires granting universities discretion in devising admissions policies. However, universities must be monitored because they have proven themselves susceptible to intel-

lectual fads and politicization. California, particularly, is a polyglot state sunk deep in the dangerous business of racial discrimination on behalf of government-approved minorities deemed "under-represented" in this or that.

The name Chinese for Affirmative Action reflects a felt need to participate in an ethnic spoils system. However, affirmative action discriminated against Asian-Americans by restricting the social rewards open to competition on the basis of merit. We may want a modified meritocracy, but it should not be modified by racism and the resentment of excellence. An egalitarian democracy is prone to such resentment.

Coinciding with rising academic attainments by Asian-Americans has been a suspiciously sudden tendency by colleges across the country to de-emphasize the high school academic performance of applicants. Admissions offices place more emphasis on, for example, extra-curricular activities. Henry Der, executive director of CAA, says Asian-American

Mr. Der cites a white student who said, "If I walk into a classroom and see five or more Asian-Americans, I'm not going to enroll because they will drive up the grade average." Lowell High School in San Francisco is 60 percent Asian-American, and some parents say, "I don't want my child

Der, is just flinching from competition. There even is talk of making whites an affirmative-action group to protect them against Asian-American competition.

Yes, the "Yellow Peril" is back, this time dressed in the language of liberal-

Earlier in this century, quotas restricting Jews in universities were defended as liberal measures to prevent anti-Semitism. Thus, Harvard's president in 1922: "if every college in the country would take a limited proportion of Jews, we would go a long way toward eliminating race feeling . . ."

Universities are incubators of future elites and some Americans resent Asian-Americans storming the citadels of status. However, Asian-Americans lead all other ethnic groups, including WASPs, in educational attainments. The United States needs more university students like Asian-Americans.

At a time of high anxiety about declining educational standards and rising competition from abroad, and especially from the Pacific Rim, it is ironic to witness Asian-Americans, the nation's model minority, for their passion to excel.

Washington Post Writers Group.



"Sure, glasnost, perestroika, Afghan withdrawal — but we're not leaving until we get the "all clear" from William F. Buckley!"

On Gary Cooper in Berlin

Regarding "You Can Libel Gary Cooper Because He Isn't Around" by William Safire (Opinion, April 14):

I was in Berlin that spring of 1939 when Gary Cooper and his wife came to the New York Herald Tribune bureau to discuss the German situation with the chief of bureau, a Mr. Barnes. Mr. Cooper asked intelligent questions and it was completely clear that his sympathies were strongly anti-Nazi. He was appalled and worried about what was going on, and about what all of us feared would happen.

If the Coopers had gone to the Reichs-chancellery, we at the bureau would have known. The Berlin bureau had a German tipster with excellent contacts in the chancellery who always tipped us to that type of thing.

The Coopers were a charming and unassuming couple, extremely well informed about world affairs, and it was a pleasure to meet them.

TANIA LONG DANIELL.
Paris.

Regarding "Energy and Risk: Some Things Can't Be Exported" by Charles Krauthammer (Opinion, April 1):

Mr. Krauthammer argues that the nuclear power plant accident at Three Mile Island did not kill anyone. He does not mention Chernobyl, which did kill and

mention Chernobyl, which did kill and will kill people. Only the number of victims is in dispute.

ALOIS G. ENGLANDER,
World Congress,
Alternatives and Environment,
Vienna.

Charles Krauthammer says of the Valdez oil spill that "there will always be human error." Yet the same principle applies to nuclear power, his preferred source of energy, and with even more horrible consequences. Scientists should be encouraged to concentrate on investigating sustainable and pollution-minimizing energy sources such as solar energy. Meanwhile, governments should encourage conservation more aggressively. The transition may be painful, but so are the alternatives.

SALLY McMURRY.
Oxford, England.

Regarding "The Guns in My Coat Closet Are None of Your Business" (Meanwhile, April 6):

Tom Clancy equates golfing to gun ownership, saying he knew a man who was nearly killed by a golf ball. The illogic of this almost brings one to tears. Boat

users, parachutists and golfers accept the risks inherent in those sports. No one asked the innocent children in that California schoolyard, or their parents, if they agreed to accept the risks of a lunatic with a semiautomatic rifle. Gun ownership has become everyone's business.

MICHELLE GLAUSER-GRENIER.
Schaffhausen, Switzerland

should be addressed "Letters to the Editor" and contain the writer's signature, name and full address. Letters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited manuscripts.

The Commission Is Clean

Regarding "Eurocrats: The Record Upright" (Opinion, April 6):

As a former senior civil servant of European Commission, I never served, nor was exposed to, a single instance of corruption. Important industrial applicants for our credits, often with impressive balance sheets, never tried to influence our decisions through any of the usual, but unpalatable means.

J.L. LUDOLPH
St Rémy-de-Provence, France

The last two days of stormy weather are being sucked up over the Alps by huge monster somewhere back the

The continuous tug of cool sea air had stripped away the rain clouds, leaving a scratched, icy pink sky, electrified by a sun just below the horizon.

The choppy sea, beaten into submission by the Tuscan monster's de breath, is coughing up its treasures the beach. Two methane tanks, o rusty. Strange plants and odd balls fluff that look like kiwis. Shoes a boots (it's amazing how many pe have given up their footwear to the se). Bottles and jars. A chair. A tire. T thing that sticks out of a surfboa More boots. A shinning cart.

The scene is beautiful if you look out the troubled sea or back at the mountains, brooding under this morning's raw clouds. But when I look down, I wonder how this junk got separated from its owners. Maybe to someone on a boat, far from land, the open sea seems infinitely like grace. But that's just not so.

DAVID SCHATSKY.
Viareggio, Italy.



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Pretoria Awaits Move by SWAPO

By William Claiborne
Washington Post Service

JOHANNESBURG — South African Army troops in Namibia will not be returned to their barracks, and their phased withdrawal from the territory will not be resumed until virtually all of the black nationalist guerrillas who crossed the border on April 1 have pulled back to their bases in Angola, the South African government said Tuesday.

Foreign Minister R.F. Botha said that for guerrillas of the South West Africa People's Organization, a "reasonable" withdrawal time to Angola would start running out by the end of this month. Mr. Botha said the continued presence of the rebels in northern Namibia would start interfering with the timetable for Nov. 1 independence elections for the territory, which has been occupied by South Africa for 74 years.

"As time passes, we will come to a situation where we must ask if the time schedules are still viable," Mr. Botha said at a Cape Town press conference. "That is why all parties concerned must get out of their way to get SWAPO back over the 16th parallel and the withdrawal verified."

He was referring to the line about 100 miles north of the Angola border to which guerrillas of the group, called SWAPO, were to

have withdrawn by April 1 under last year's comprehensive peace agreement, which exchanged Namibian independence for the departure of 50,000 Cuban troops from Angola.

Until Tuesday, Pretoria had maintained that the schedule for reducing South African troops in Namibia to a token presence of 1,500 by July 1 and for holding elections three months later could be met in spite of SWAPO incursions. An estimated 1,600 SWAPO guerrillas crossed into Namibia on the day that the UN-supervised independence process started.

Under the schedule, South Africa's estimated Namibia troop strength of 40,000 soldiers was to have been reduced to 12,000 by mid-May and to 8,000 by early June. By July 1, the remaining 1,500 troops were to have been confined to two bases in north-central Namibia until independence.

UN peacekeeping officials say "substantial" numbers of SWAPO guerrillas are returning to their Angolan bases in response to a call from their leader, Sam Nujoma. But South African security forces tracking the rebels estimate that nearly 900 are still inside the territory.

Only seven guerrillas have turned themselves into UN-monitored deportation assembly points set up along the border under a



A Namibian family seeking refuge from the heat under the gaze of UN soldiers, waiting in an armored personnel carrier for a conveyance.

cease-fire plan intended to rescue the U.S.-brokered Dec. 22 regional peace agreement. Friday is the deadline for the UN-supervised amnesty, but officials have said it may be extended.

SWAPO officials said it was unlikely that significant numbers of guerrillas would surrender, because the UN assembly points had been set up alongside heavily fortified South African Army and counter-

insurgency police bases. Also, the guerrillas appeared to be wary after Pretoria's announcement that they would be interrogated once they surrendered their weapons.

Mr. Botha said Tuesday that the withdrawal of Cuban troops from Angola was continuing on schedule. But he added that South Africa could not meet its withdrawal timetable as long as SWAPO rebels were still in northern Namibia pre-

senting a security risk and intimidating voters in the planned elections.

He said South Africa would not "count droplets" of remaining SWAPO fighters, as long as the bulk of them withdrew.

The foreign minister said he hoped that SWAPO would have withdrawn by the time of a South African-Angolan-Cuban monitoring commission meeting in Cape

Town at the end of the month. The United States and the Soviet Union are to send observers to the meeting.

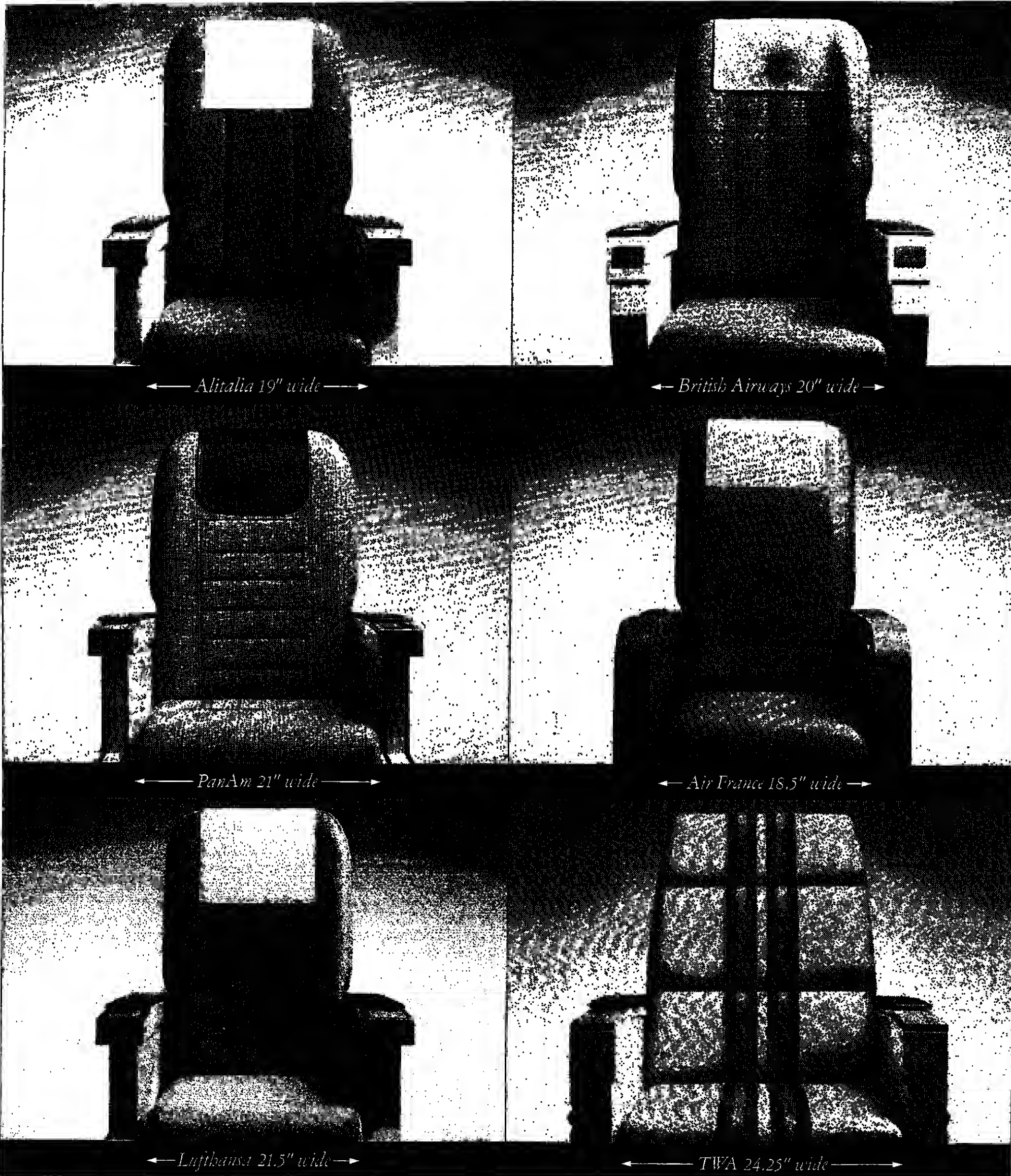
"SWAPO is in a difficult stick," Mr. Botha said, adding that for the peace plan to proceed on schedule, the guerrillas' withdrawal had to be verified by both the UN special representative, Martti Ahtisaari, and Louis Pienaar, the administrator-general of Namibia.

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Japan's Blue Reef May Bow to Airport

By David E. Sanger
New York Times Service

SHIRAO, Japan — As the airplane full of Japanese tourists banks over the tropical island of Ishigaki, all eyes are on the sparkling emerald-green reef below, a rare sight in a country whose coastlines tend to feature oil storage tanks and color-television factories.

But as many of the tourists are aware, the reef off the tiny town of Shirao may be gone in a year or two. If the Transport Ministry prevails in an increasingly bitter fight, passengers who once looked at the reef will soon be landing on it.

Japan plans to build a new airport here, with a 2,000-foot (610-meter) runway projecting into the sea, on landfill that will cover much of what appears to be the world's largest stand of rare blue coral. The plan has created one of the few genuine environmental disputes in a country that until recently quietly acquiesced in almost any idea that involved pouring concrete for profit.

To environmentalists, the reef at Shirao is a symbol of Japan's awakening consciousness to an issue that has long been center-stage in the politics of other industrialized countries. To many others, especially bureaucrats and planners, it is a case of unwarranted activism brought in by foreigners who do not understand the need for backward parts of the nation to catch up with Tokyo.

The setting is so unlike the rest of Japan that weary urban businessmen at the airport wonder out loud whether they will have to go through immigration control. Ishigaki is a small, uncrowded island of about 46,000 residents and gentle mountains; there are far fewer streets than water buffalo.

"People walk slower and talk slower here than they do in Tokyo," said Yoshitsuna Egawa, a teacher whose family, like many others, came here during World War II, when the Japanese were driven out of nearby Taiwan. "We like it that way."

The island's Caribbean-like feel makes it a prime vacation spot for Japanese with increasing amounts of income and leisure time. But they arrive on a runway too short for the dozen or so Boeing 737s that shuttle back and forth from Okinawa. Officials say the new airport will allow 1.6 million visitors a year to fly to the southernmost tip of the Japanese archipelago direct from Tokyo.

"We are trying to get everyone's understanding that the ocean is the ideal place for the airport," Seichi Mekari, who supervises the airports of Okinawa Prefecture, said recently. "If we persist, I think we will show the people why this is important."

"Understanding" is the country's buzzword in discussing an issue until opponents grudgingly agree to a consensus, the magical elixir of politics that permits the government to end all debate. The government has unavailingly declared a consensus several times about the Ishigaki airport. Local officials, with construction companies waiting in the wings for a go-

ahead, make no secret of their contempt for the opposition.

"These are people who have nothing better to do than oppose the government," said Junichi Miyara, head of the island bureaucracy's airport office. "They are activists," he said, his voice rising with alarm. "Is it more important to protect some corals than to make life better for the people?"

Like most political arguments in Japan, this one started over land.

Until recently the country quietly acquiesced in almost any idea that involved pouring concrete for profit.

When the government began looking around a decade ago for a runway site, it focused on Ishigaki, abundant flat farmland. But no one wanted to sell. One site looked promising but was too close to a historical monument; another was too close to a school. And in a country where farmers' cooperatives can swing a close election, no politician would trade crops for landing lights.

Then there was the question of cost, no small matter when it comes to Japanese real estate. "Land is so expensive, even this far from Tokyo," said Jun Uti, a professor of environmental studies at the University of Okinawa and a leading opponent of the plan. "But reefs—reefs are free."

In fact, government officials describe the reef as ideal for the airport. But they have discovered that Shirao's is not an ordinary reef. For reasons scientists cannot fully explain, it is still alive; most reefs in the Ryukyus, the island chain that stretches from Okinawa to Taiwan, have died.

Among the first to rally environmentalists around the reef was Katherine Muzik, a U.S. coral specialist now at Harvard University's Museum of Comparative Zoology, who found the reef to be the largest known example of blue coral (despite the designation the coral looks green, but its inner skeleton is a dark blue that has long made it a favorite of jewelry makers).

"There must be 130 different types of coral along that reef, and the blue coral is remarkable," said Dr. Muzik, who lived on Okinawa for seven years and has scuba-dived all along the Ryukyus.

She soon attracted a large following of environmental groups, although most of them are viewed here as outsiders sticking their noses in Japan's domestic business. Others have their own reasons for opposing the project — neighbors who fear too much traffic, fishermen who say they will not get enough compensation.

Certainly the airport has substantial popular support, even on Ishigaki. The mayor of the town favors it — so does the governor of Okinawa — saying it will create jobs in one of Japan's most depressed areas.

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Finland's Prosperous Independence

A Pragmatic Attitude To National Interests

By Max Jakobson

HELSINKI — Great changes in the Soviet Union and Eastern Europe have given rise to hopes of greater independence in that part of the world, while in Western Europe the push for economic integration is posing a new challenge to the independence of smaller nations.

Finns, not surprisingly, are viewing the prospect of change without enthusiasm. They have been enjoying unprecedented prosperity and security. So could any change be for the better?

Yet Finland, in fact, is adjusting itself in a multitude of ways to changing circumstances. The most spectacular adjustment has been made by the Communists. After their heavy losses in the 1987 parliamentary election, they have come to the conclusion that communism has ceased to be a marketable product. So, in the beginning of April, the Finnish Communist Party decided in effect to dissolve itself by

the same time, he realizes that it cannot be in the interest of the community to treat the six EFTA nations — "our dearest friends" as he called them — as outsiders. The EFTA combined is EC's biggest trading partner.

The EFTA prime ministers took up Mr. Delors' invitation at their Oslo meeting in mid-March and declared themselves ready to examine, together with the EC, ways and means to achieve "a more structured partnership with common decision-making and administrative institutions." Negotiations along these lines are about to begin.

This development has been welcomed in Finland both by the government and by industry. It would seem to offer a tailor-made solution for a country like Finland that considers membership incompatible with a policy of neutrality but hopes, for economic reasons, to achieve "the fullest possible realization of free movement of goods, services, capital and persons" in the words of the EFTA prime ministers.

Finland's opinion is also pleased with the decision to make EFTA the principal platform for negotiations with the EC and to strengthen its decision-making and negotiating capacity. It would seem to make sense for the EFTA countries to join forces when facing a formidable negotiating partner as the EC.

But solidarity has not been EFTA's strong suit in the past. Its members are united by not much more than the fact that they all remain outside the EC.

The first to defect is likely to be Austria. Vienna is hoping to get the best of both worlds by seeking membership in the EC with reservations that would ensure the country's continued neutrality. But it may take six or seven years before we will know whether membership on these terms is acceptable to the EC. In the meantime, the Austrians are quite happy to continue with the rest of EFTA to explore the third way indicated by Mr. Delors: the best of all worlds.

The EFTA-EC talks will be a long and complicated process and only a handful of specialists in each country really understand all the arcane technicalities. But the heart of the matter is simple: it is national independence.

On this issue, European opinion is ambivalent. Nationalism in the Soviet orbit is seen as a noble stand against tyranny; in the West it is regarded as an atavistic impulse. Estonian demands for greater autonomy are applauded,



David Suter

similar demands by Welsh or Scottish nationalists are dismissed as quixotic.

In the Western world it is fashionable to claim that interdependence has superseded independence. Technology, it is argued, has rendered sovereignty obsolete. The many consequences of modern technology, both beneficial and damaging, flow freely across national borders. The real sovereignty today is the market: currency rates, for instance, are determined, not by governments, but by some thousands of dealers around the globe.

Yet sovereignty remains the bedrock on which the international system rests. In fair weather it may sink out of sight. But when the storm comes, nations can only trust themselves.

The Finnish attitude to sovereignty is no doubt influenced by the fact that the Finns have had to fight for their independence, and have gained international recognition for their neutrality, more recently than the other neutral

Continued on page 10

Politics, Economy Put a Changing Face On 'Finlandization'

Finns are eager but unworried observers of the Soviet Union.

By Henry Tanner

HELSINKI — It is a matter of why satisfaction to many Finns that the once-damaging code word "Finlandization" is cropping up again in editorials and academic comment in the West — but without its once-damaging connotation.

When the term was coined in the early days of the Cold War, Finlandization stood for the creeping annexation of a small country by its Soviet neighbor. Today, it is held out as a possible way by which East European countries like Hungary and Poland might achieve their emancipation without triggering a Soviet intervention and plunging the world into war.

Finland's policy of neutrality has been vindicated by the recent changes in the Soviet Union and Eastern Europe, a leading Finnish editor said. "It has shown how wrong Stalin was in imposing his rule on Eastern Europe and surrounding the Soviet Union with a ring of unhappy satellites that could not be trusted."

"Finland is no problem for the Soviet Union, and never will be," he said, because the Finns recognize the existing Finnish-Soviet relationship as being in their own national interest. "There is no pressure, no reason, to change it."

In Hungary and Poland, the editor noted, there are now serious people who dream of achieving something resembling the status of Finland: that is, the status of a neutral country that is fiercely independent and at the same time realistic enough to recognize the security needs of the Soviet Union.

The Finns, thus, are eager but largely unwor-

ried observers of the Soviet Union and Eastern Europe, and the consensus among them is that the fast-moving events there pose no new threats to them.

"We see no danger, for instance, that the Soviet tanks which are being withdrawn from Central Europe will be redeployed up here," a military officer said.

If Finland's military and political fronts are quiet, however, there is excitement on the economic front. The westward orientation of Finnish industries, which was launched a few years ago, is proceeding apace. It is called Finland's *perestroika* by some.

Trade with the Soviet Union once was an indispensable lifeline for the Finns. At its peak, it accounted for 24 percent of Finnish exports. That was in the 1970s and early 1980s when high oil prices enabled the Finns to export large quantities of their manufactured goods in exchange for Soviet oil under the two nations' barter agreement.

When the oil price fell, the volume of Finnish exports dropped disastrously. Today, the Soviets take only about 14 percent of Finnish exports — the same as Finland's other big neighbor, Sweden.

But this new low level of Soviet trade is "the norm and not the exception" as the years of record oil prices will not come back, Finnish specialists say. Finnish industries must live with it, they add.

Some business leaders, in fact, argue that the forced fall of exports to the Soviet Union was a blessing in disguise.

"We were living in a state of false security," said Yrjö Toivola, the managing editor of *Vaisala*, a leading high-tech firm specializing in meteorological measuring instruments.

Trading with the Soviets used to be easy and steady, he said; Finnish exporters were privileged and competition from other Western countries nonexistent. Now, the Finns no longer have an inside track but must compete against stronger industries and bigger countries, like the Germans, who have greater financial resources and offer much more generous credit lines.

"The shock has jolted us free," Mr. Toivola said, "It has led to our second economic mir-

Continued on page 11

Cooling an Overheated Economy

By Patrick Humphreys

HELSINKI — Finland has just revalued, when the textbooks say it should be devaluing. It is a short-term measure, intended to tackle the symptoms of inflation.

Curing the disease is a tougher problem. The government knows what needs to be done, but has not yet found the courage for more than half-hearted measures.

Last year's national accounts make for worrying reading. The trade surplus fell to about 1 million marks (\$238,000), and the final current account is expected to be in serious deficit, equal to 3 percent of gross national product.

A devaluation would appear to be called for, yet the Bank of Finland decided to revalue instead.

Unorthodox behavior, perhaps, but not irrational. It is another sign of the undogmatic, flexible policy that has given Finnish economy such high and stable postwar growth rates.

Finland's inflation rate has been less enviable, and inflation is what the revaluation is intended to tackle. When price rises are back under control, the government is likely to let its overvalued currency slip back down.

The marka does not float freely but is held by the central bank within limits based on the value of the currencies of Finland's main trading partners. In March, the Bank of Finland moved this fluctuation band, permitting the market to revalue Finland's currency by up to 4 percent, and the market obliged.

The Bank of Finland's governor, Rolf Kuiberg, conceded that in the long run, a revaluation was undesirable because it would promote imports and make exporting less attractive. But in the short run, it was seen as the best means of cooling down an overheated, inflationary economy.

The reasoning is that because Finnish industry is working at virtually full capacity and because there are labor shortages in many sectors, income settlements and wage drift have been too high. To get inflation below the government aim of 4 percent this year, consumption must be decreased. To reduce spending, the central bank has pushed up domestic interest rates.

Unfortunately, this has not cut consumption enough. Instead, the Finns have been borrowing money on international markets, where interest rates are as much as 3 percentage points lower.

Liberalization of capital flows has left the central bank unable to block this loophole. The governor said that the usual arsenal of monetary policy weapons had been used up and revaluation was the only one left.

The marka is now overvalued, and the

trade balance will continue to deteriorate. There is a strong prospect that, as inflation is brought under control, the marka will be devalued. This likelihood makes it less attractive for Finnish companies and consumers to borrow on foreign markets — the loss that they would make in a devaluation is greater than the money they would save by not paying high domestic interest rates.

If inflation does not come down, Finland faces the prospect of rising unemployment. The government is trying to head off this threat by taking money out of the corporate sector, reducing the willingness of employers to give in to inflationary pay demands.

Turnover tax is to be raised by one percentage point, and payroll tax, in the form of National Insurance Contributions, will also go up. These measures will increase the tax burden by 1.2 billion marks to 1.5 billion marks and help remove some of the extra purchasing power that the revaluation would otherwise have created.

ing trade figures push the currency down. But even if the central bank wins this latest skirmish against inflation, only the symptoms of the disease will have been treated. The causes of this chronic tendency toward inflation are no secret and are rooted within the Finnish political system.

Workers and employers alike are highly organized. Central wage agreements are commonly negotiated by a single organization, the confederation of employers, facing off against four main labor union associations.

The result is price rigidity. Individual groups of workers have no incentive to settle for less than the going rate; employers, all of whom are in the same boat, see no cause to rock that boat. Higher labor costs can be unanimously passed on to the consumer.

The principle of keeping agricultural incomes in step with industrial earnings adds an additional inflationary element.

The enviable accord between labor and capital has helped the Finns consistently outperform northern and continental Europe, with annual growth of 5 percent in the 1960s, 3 1/2 percent in the 1970s, and 3 percent this decade. But consensus has its downside: The system has become rigid, and innovative is suffering.

Political alliances with the parties that run the government give labor unions an immunity from reform, despite the inflationary side effects. Government action is being targeted instead at the corporate side of the equation.

Legislation intended to promote competition in the economy came into effect last October. A new Commission for Competition has been set up to report on market conditions and counteract the negative effects of restrictions on competition. Finnish law still does not specifically outlaw cartels, but the commission is taking the line that they are now illegal.

If the courts back this interpretation, they will reduce the scope for companies to coordinate their price rises.

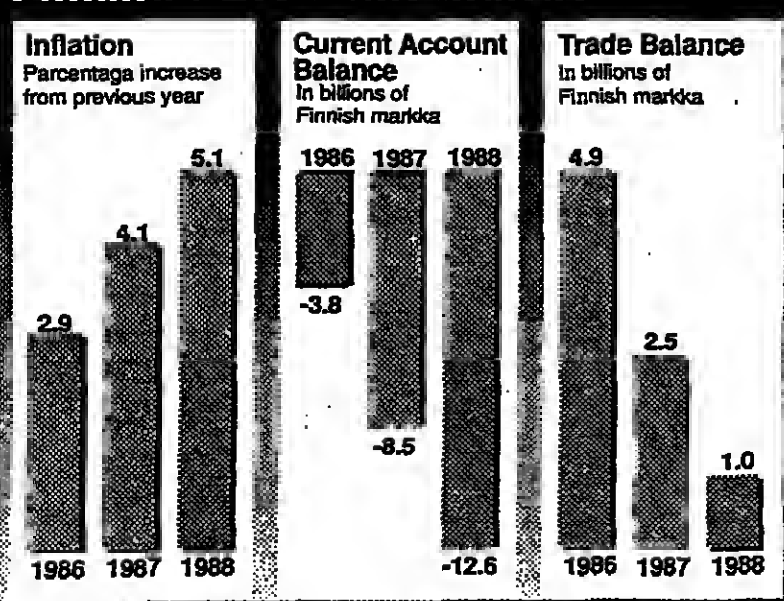
The commission has already declared war on the dozens of exclusive sales contracts and pricing agreements. So far, however, the most blatant source of price-fixing — power mergers between competitors — has not been tackled.

Companies intending to merge are not required to give notice, regardless of the market concentration that might result. The law is designed not to stop companies from achieving a dominant market position, but to prevent them from misusing it. Experts say that the law's definition of misuses of market position is so all-embracing as to be meaningless.

The textile and clothing industry also calculates that the revaluation will cause it major problems. Its best hope is that inflation will fall soon and that the central bank will let worsen-

PATRICK HUMPHREYS is senior editor at Nordic Communications Corporation.

Finland's Economic Indicators



Source: Bank of Finland, ERI Research Institute

NIB Nordiska Investeringsbanken

(Nordic Investment Bank)

FIM 400,000,000

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Issue Price: 100% per cent

Date of Issue: January 10, 1989

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Finland's Prosperous Independence / A Special Report

Acquisitions Help Boost Banking Sector Earnings

By Michael Metcalfe

HELSINKI — Finland's banking sector, targeting for new business outlets to boost earnings squeezed by fast-saturating home and sectoral markets, is homing in on other zones of financial activity.

Expanding the nonretail, merchant and private banking aspects of their business has become a pressing priority for the majority of the larger Finnish banks, which are seeing more and more of their traditional private and corporate customers turning to other sources for their financial needs.

All the groupings making up the Finnish financial services sector — commercial and savings banks, insurance and brokerage houses, mortgage and leasing — are following a twin strategy of expansion and acquisition based on branching out into a wider range of financial services, both at home and abroad.

This strategy, and the timing of its implementation, is in response to two factors: the swift progress toward the creation of a free market in financial services in the European Community by 1992, and the abolition of most — if not all — remaining foreign exchange controls in the countries comprising Finland's Nordic neighbors — Denmark, Norway and Sweden.

At a time when many of the region's leading banks are still mulling over the option of diversification to shift earnings growth into higher gear, groups such as Finland's largest commercial bank, Kansallis-Osake-Pankki

(KOP), and the country's biggest savings bank group, Skopbank, have been aggressively pursuing a course of strengthening both balance-sheet volume and profitability.

Behind most of the radical restructuring taking place in the Finnish banking sector lies the conviction that the traditional banking channels are saturated. This has led the sector into a two-pronged attack inward more broadly based financial service activities and expansion both in the Nordic and international arenas.

A couple of the larger Finnish banks have found it expedient to expand operations in neighboring Sweden, taking advantage of the wave of liberalization that has swept Swedish financial services in the past five years. Two KOP and OKOBANK, set up their own bank subsidiaries. The Finnish postal bank, Postipankki, formed a joint unit with France's Banque Indosuez. KOP and OKOBANK both followed the strategy of providing mainly traditional retail banking services, singling themselves out from their foreign competitors, which chose to chase corporate business in Sweden.

Out of the dozen foreign banks in Sweden, cash assets are held only by KOP and OKOBANK, which means that the Finnish subsidiaries form the only foreign banks providing customary over-the-counter services to private individuals. This reflects close Finnish-Swedish trading ties and the impact of the large number of Finnish expatriates working in Sweden. Again, whereas all the foreign banks have joined the

postal bank giro system, so far only KOP is a member of the cash-vending organization.

However, the going has not always been easy. Late in 1988, Swedish regulatory authorities dealt a blow to plans by KOP to link forces with Sweden's fourth-largest banking group, the Gota Group, in a bid to create a strategic cross-border alliance in preparation for European market integration in 1992.

Motivated by the quickening pace of competition within the European banking sector ahead of 1992, the proposed Gota/KOP partnership entailed a degree of cross-ownership through a new joint holding company, which would embrace corporate and investment banking, as well as retail and data processing activities.

While the creation of a holding company does not require permission from the authorities, part of the complex transaction involved Gota taking over KOP's Stockholm subsidiary to augment its retail branch network. Such a move requires approval from the Swedish Finance Ministry.

Sweden's central bank, the Riksbank, recommended that the ministry withhold permission for Gota to acquire KOP's Stockholm subsidiary. In its majority decision, the Riksbank's governing board objected to the idea of a foreign bank exercising direct or indirect control over a Swedish banking group solely on the grounds that this contravened present banking statutes.

Finland has not been immune to the trend toward concentration seen in various branches of the Nordic financial services sector,



Kansallis-Osake-Pankki is Finland's largest commercial bank.

not least in the area of savings banks. However, the degree has been less sharp. The current number of 220 Finnish savings banks is still relatively high by Nordic standards, though 40 has been mentioned as a more suitable figure. Recent estimates suggest that the number will shrink to fewer than 100 by 1992.

With the savings bank sector's market share of deposits peaking at 29.7 percent in 1983, while its overall profitability and operating profits have declined as proportions of new assets, it was clearly felt among Finnish banking circles that a reorganization of the sector's structure was paramount to restore its competitive edge.

Much of the reorganization revolved around establishing clear lines of communication and decision-making — as well as specific areas of responsibility — among the banks making up the sector and its central clearing bank, Skopbank.

The concepts of joint decision-

making and federation stemming from the restructuring appear to have shown beneficial results, at least so far, with market share of traditional borrowing and lending on an upward curve, with the combined operating profit of the 220 savings banks reaching 1.5 billion markka in 1987 and comparing well with the Finnish commercial banking sector.

But the flagship of the Finnish savings bank sector remains Skopbank, which in 1988 registered a 6 percent increase in operating profits to 957 million markka on assets jumping from 44.6 billion markka in 1987 to 63.5 billion by end-1988. While profitability failed to keep pace with balance sheet growth, the result was still good, considering the group was obliged to make substantial provisions, according to Christopher Wegelius, managing director and chief executive-elect.

As a group, Skopbank has the conviction that expansion must be pursued aggressively on both do-

mestic and international markets — sectoral, financial and capital alike. It recently was listed on the Helsinki Bourse after having made a sizable public share issue.

While not losing sight of its essential function as a nonprofit-making central bank for Finnish savings banks, it also provides corporate finance and investment banking. It has strengthened its links to industry by acquiring controlling stakes in Finnish machinery and forest products group Tampella as well as a number of high-tech firms.

In the international arena, it has opted for a strategy of going it alone, selling its 50 percent holding in Luxembourg unit Banque Norddeutsche (BND) to Swedish co-owner Swedbank, Sweden's equivalent of Skopbank, and planning to set up an independent Luxembourg operation by next year.

MICHAEL METCALFE, based in Copenhagen, is a correspondent for Business International.

Pressure Grows To Provide Aid for Estonian 'Cousins'

By Olli Kivinen

HELSINKI — Calls for private attempts to give assistance to reform-minded Estonians, Finland's southern neighbors, are becoming louder and louder, but the government has remained aloof as it tries to preserve Finland's delicately nurtured relationship with Moscow and to avoid anything that might be regarded as interference in internal Soviet affairs.

Estonia has given Finns pangs of conscience ever since it was annexed by the Soviet Union in 1940 and tens of thousands of Estonians were deported to Siberia. The Estonians and the Finns belong to the same Finno-Ugric family of nations and their languages are very similar.

During Stalin's reign, the Estonians tried to maintain their close contacts with Finland. Many of them studied Finnish to be able to listen to Finnish radio and later television broadcasts. As a result,

There have also been calls for Finland to strengthen its official presence in Estonia by establishing a Finnish consulate in Tallinn and let an Estonian consulate be set up in Helsinki. Pressure for such a move was increased in February when the Estonian prime minister, Indrek Toom, welcomed the idea in a magazine interview.

The Estonians hope to be the first Soviet republic to establish a consulate abroad. They point out that the Soviet foreign minister, Eduard A. Shevardnadze, in a speech last fall raised the possibility of "foreign ministers of the Soviet republics taking part in the running of foreign policy."

There is a practical need for a Finnish consulate in Tallinn, it is felt, because more and more Estonians are able to travel to Finland. At present, an official of Finland's Leningrad consulate visits Tallinn once a month to issue visas.

However, in a press conference in October, President Mauno Koivisto of Finland termed the consulate issue not "timely." Although he said that he has been disturbed by events in Estonia, he stressed that Finland has official relations only with countries, not popular movements.

He did, however, receive a leading Estonian reformist, Tui Mäe, at his private country house when Mr. Mäe visited Finland as a member of the Popular Front delegation.

Prime Minister Harri Holkeri, a Conservative, is among the Finnish politicians showing uneasiness about the Estonian initiative. At a press conference in December, he said that it does not help the Estonians if the Finnish prime minister "volunteers advice on how to develop the Soviet system."

Mr. Holkeri is planning a working visit to Estonia later this year but he has stressed the routine character of the trip.

come an important stronghold of Estonian reformists. In 1986, Baltic dissidents held a secret meeting here to coordinate their fight for more freedom for their countries. As a result, writers and other friends of Estonia have increased their demands that Finland help Estonia financially and culturally through direct investments and cultural institutions and scholarships.

Two Finnish cultural associations have started collecting money for a fund that will help Estonian artists and scholars to study in Finland. The Lutheran church is also collecting money to help rebuild destroyed churches and finance other religious activities in Estonia.

The Ingrians were originally Finns and many of them still speak Finnish. They settled centuries ago in what today is Leningrad and were decimated in the Stalin purges. There are thought to be about 60,000 Ingrians left, 20,000 of them in Estonia and the rest scattered throughout the Soviet Union.

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OLLI KIVINEN is foreign editor of Helsinkiin Sanomat.

Despite Reform, Foreign Investors Wary of Market

By Patrick Humphreys

HELSINKI — The Helsinki Stock Exchange is booming as never before. Yet foreign investors have shown only sporadic interest in Finnish securities.

Despite the recent enactment of legislation to safeguard investors, their caution is justified. The Helsinki market remains dangerously thin, as well as hostile to the concept of shareholder power.

The law on securities trading has just passed its final parliamentary stage and, subject to the presi-

dent's approval, will probably take effect from July 1. After that, responsibility for supervising the operations of the Helsinki Stock Exchange passes from the exchange to the Bank Inspectorate.

Many investors believe that it is high time such a move was made since the exchange has been notorious for failing to enforce even its own lax rules of conduct.

Under the law, brokers will be compelled to report all deals made on their own or their firm's account. Stock exchange companies will face greater disclosure requirements in share memoranda and annual reports, and company's auditors will be made responsible for the veracity of the full contents.

More important, insider dealing will be a criminal offense. Share purchases by directors, the managing director and the auditors will have to be publicly disclosed and short-term speculation will be forbidden.

There has been widespread alarm about the apparent prevalence of insider dealing in Finnish-listed companies. The ethical committee of the stock exchange has found evidence of serious misuse of privileged information at some of Finland's largest public companies, but the exchange itself has declined to act.

However, the new law is unlikely to make the Helsinki Stock Exchange an instrument of popular

capitalism and a forum for international investment. The real economic power will remain firmly vested in the hands of the few, and the attitude to foreign influence will still remain hostile.

There are no restrictions on the transfer of profits abroad nor the repatriation of capital, but foreign acquisitions of Finnish companies

from the Ministry of Trade and Industry.

They are then required to discriminate against their foreign shareholders, because the law requires that total voting rights attached to foreign-owned equity must still not exceed 20 percent.

Foreign institutional investors have also skirted the Finnish mar-

But the real money is to be made in greenmail, not in productive investment. The Union Bank of Finland and Sampo Insurance have just spent 2.8 billion Finnish markka (\$650 million) to buy back stable numbers of their shares from a hostile investment holding company.

These are deals of an unprecedented size for Finland. The growing fashion of greenmail serves to emphasize how wary management is of "unruly" shareholders.

On the eve of its annual general meeting, the Board of the Union Bank learned that speculators outside the circle of its traditional owners had bought an unexpectedly large number of Union Bank shares. To preserve the status quo and to prevent the possibility of having outsiders elected to its board, the bank bought back 12 percent of its shares via a finance company that it controls.

Whether or not these operations are acceptable, they do not promote a spread of ownership of the economy. Corporate management does not even trouble to insist that it is paying greenmail in the interests of preserving profit potential. Its aim is bluntly to prevent the emergence of shareholder power.

The soaring number of OTC companies offers an exception. Ownership remains concentrated in the hands of family founders and, in virtually every case, the shares issued to the public have minimal voting rights.

The Helsinki market remains dangerously thin, and hostile to the concept of shareholder power.

remain extremely rare. In order to be exempted from stringent licensing procedures, almost all Finnish companies have a clause in their articles of association forbidding the sale of more than 20 percent of their share capital to foreign nationals.

In 1987, the government prepared to ease this restriction, but enduring fear of foreign influence blunted the reform. Individual companies are now permitted to raise the limit of unrestricted equity to 40 percent but only if they first obtain a special permit

ket because of its thinness. Fund managers have learned that the Helsinki Stock Exchange cannot absorb large numbers of shares without a steep price fall.

As a result, most foreign trading in Finnish shares has been speculative. Finnish companies wish it were not so.

This is not to diminish the profit opportunities of the Helsinki Stock Exchange. Forest industry companies have been performing amid a booming world demand for paper. Engineering is also fundamentally sound.



Finnish Sugar Co.Ltd. has become an international force in the field of nutrition. In the process, it has outgrown its original name.

WHY THE NEW NAME?

The past few years have seen rapid growth at Finnish Sugar Co.Ltd. The pace of diversification and internationalization has been rapid and the importance of various sectors of operation has changed considerably. Sugar is a prime example: it now accounts for only about 20% of net sales, while as recently as 1980 the figure stood at 95%.

The time has come for a name change, as the image projected by Finnish Sugar was too narrow. Our new name is Cultor. The word is Latin and its meanings include 'cultivator' and 'developer', which we feel are excellently suited to the corporate image — particularly for the following divisions:

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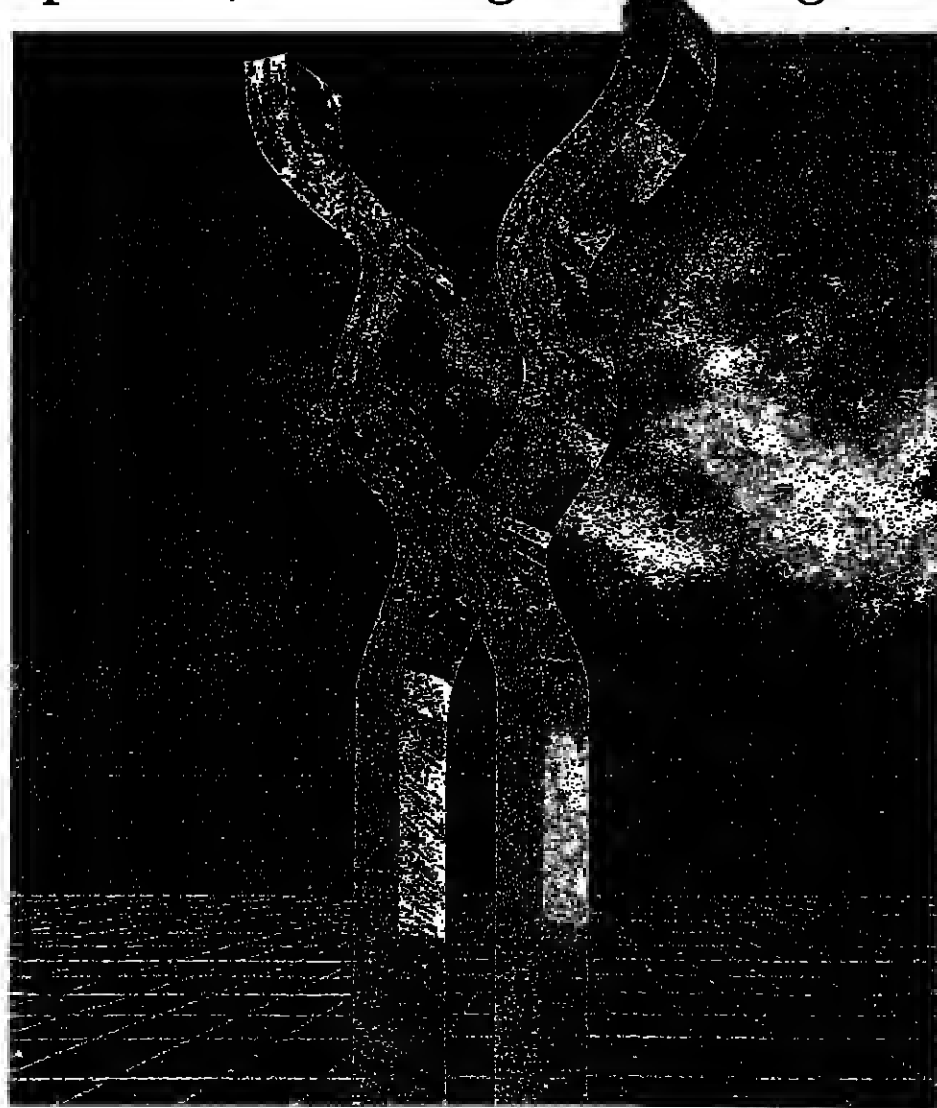
The Biochem Division produces biochemicals, starch and feed enzymes, special sweeteners and labeling products. Enzyme technology is a field of the future and its applications extend as far as the wood processing industry.

FOOD DIVISION

Many of the Food Division's products are familiar to consumers: cereals, flours, crispbread and rye crisps, poultry and fish products, as well as various pet foods.

EWOS DIVISION

The Ewos Division develops, manufactures and markets special products for use in raising livestock and in plant cultivation. Fish feeds are an especially important area. Operations are divided into three areas: aquaculture, agriculture and consumer products.



ANIMAL FEED DIVISION

The Animal Feed Division produces and markets feed mixtures for all animals. It also manufactures raw materials and premixtures for the feed industry. Research and product development work in the division concentrate on the practical applications of feed enzymes.

SUGAR DIVISION

The Sugar Division uses starch and cane and beet sugar in the manufacture of sugars and syrups. The division also handles sales in Finland of special sugars such as xylitol, fructose, glucose and sorbitol.

Kastor-Vanastoteknikka Oy and LP-Vanastoteknikka Oy are separate units within the company manufacturing and marketing steel shelves and warehouse automation equipment.



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Pragmatic Attitude

Continued from page 9

countries in Europe. Perhaps that is why they tend to be more sceptical of the prospect of continued fair weather in East-West relations and avoid crossing bridges before they actually come to them. Thus, next to Switzerland, Finland is likely to be more protective of its national independence than the other EFTA countries.

There are certain areas of policy which no Finnish government is likely to submit to supranational decisions. One is the conduct of relations with the Soviet Union. Another is the preservation of farming as a viable way of life.

Unlike Switzerland, however, Finland is not dogmatic on the issue of sovereignty. Its pragmatic approach was stated by President Mauno Koivisto in a recent address to parliament. He said Finland would have to be prepared to make compromises with regard to its independent power of decision in order to gain the advantages offered by economic integration. He was confident that a balance of rights and obligations consistent with Finland's interest would be found.

MAX JAKOBSON is a former Finnish ambassador to the United Nations and writes on international affairs in Helsinki.

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Finland's Prosperous Independence / A Special Report

Industry Scurrying To Expand Markets

As 1992 nears, companies try to strengthen their competitive bases.

By Michael Metcalfe

HELSINKI — As the European Community's single market of 1992 draws near, and as the Soviet Union wrestles with the economic and industrial problems posed by perestroika, Finnish industry is intent on not being left out in the cold.

Despite, or perhaps because of, Finland's position on the periphery of Europe, its industry has for decades been in the forefront of forging commercial links with countries making up the two European trading blocks — the European Community and European Free Trade Association, the latter of which Finland has been a member since its creation.

Finland thus remains heavily dependent on its export industries, mainly manufacturing and forestry products. Service exports account for only 14 percent of total exports. This means that the economy continues to be heavily influenced by external factors, including Finland's trading links with the EC.

With trade with the Soviet Union, which is an extremely important export market for Finland, on one of its cyclical downturns as a proportion of total trade, and with the domestic Finnish economy showing signs of overheating, Finland's industry is running fast to expand its links with Western Europe.

The growing internationalization of Nordic corporations has made it more difficult for

national governments and labor unions in the region to assess business activities. Finnish officials noted in recent interviews. They added that increased integration among West European companies intensifies the need for governmental and labor-union cooperation across borders.

With the approach of 1992, companies based in major industrial countries outside the European vortex are setting into motion various strategies aimed at strengthening their competitive bases, both within and outside the EC. Finnish companies are no exception.

Nokia, for example, Finland's largest private sector company, is following a strategy of acquisition and recruiting international management to run its new divisions. Its acquisitive spending spree has largely run its course, and now the process of molding the constituent parts into a single working whole is under way.

The acquisition of large building-blocks, such as the television division of the West German company Standard Elektrik Lorenz (SEL), a subsidiary of France's Alcatel and formerly part of ITT, and the microcomputer division of Ericsson Information Systems (EIS), part of Sweden's L.M. Ericsson telecommunications group, has made Nokia's consumer electronics division Europe's third-largest television manufacturer.

Nokia is now the world's largest mobile-telephone maker and Europe's seventh-largest manufacturer of information technology systems. As a result, group sales have leapt over the past five years to current levels around \$2.2 billion (€5.2 billion) of which about two-thirds stem from electronics, compared with just 10 percent in 1980.

With products ranging from color televisions and cellular mobile telecommunications systems for both public and private networks, Nokia regards itself as being well placed financially and strategically in switch resources from one sector to another.

"By diversifying," said Jorma Ollila, vice president for finance, "we have learned to



A worker at Nokia, manufacturer of information technology systems.

spread the risk of downturn in one sector by compensating for this with growth in another."

Tampella, another Finnish company, has set financial objectives aimed at controlled growth and high output. It is channeling resources into core business areas, such as forest and packaging products, pulp and paper machinery and excavation equipment, as well as into a program of international diversification through corporate acquisitions.

The results of its intensive investment program are already visible. With annual net group sales jumping by more than 25 percent to a 1988 level of 4.3 billion markka, Tampella is well prepared for the restructuring of its operations before the arrival of the EC's single market.

According to Pekka Salmi, the company's president and chief executive officer, "A full 80 percent of Tampella's net sales is derived from exports. Nevertheless, our operations are still largely based in Finland. We have to move nearer our markets and customers to be able to react as rapidly as possible to changes in customer needs and market forces."

Mr. Salmi stressed, however, that international diversification is not an end in itself. The

overall goal is to improve profitability and growth. "Tampella's main markets, which are also the areas where most acquisitions and joint ventures will take place," he said, "are Scandinavia, the EC, the U.S. and Canada, and also the Far East."

Through a selective strategy of acquisitions, earnings growth and investment, the Finnish forest products group Enso-Gutzeit has become Western Europe's biggest producer of sawed goods. It is also Europe's largest manufacturer of high-strength core boards. The company, in which the Finnish state has majority ownership, is now a fully integrated forest products enterprise capable of using its wood resources more efficiently than before.

Since the beginning of 1988, the 9.3 billion markka group has been in the unique position — by Finnish corporate standards — of marketing all of its products itself.

Although Western Europe is not being neglected, Enso is looking into the possibility of expanding its operations in the United States and Canada. According to Pentti Salmi, the president and chief executive officer, this expansion would take place through the acquisition of existing plants.

Peacekeeping Service Is Central Element Of Defense Policy

By Henry Tanner

HELSINKI — Finland now has more soldiers wearing the blue helmet and blue armband of the United Nations peacekeeping forces than any other nation.

Ten days ago, an infantry battalion of some 900 men was airlifted to Namibia, bringing the total Finnish deployment to just over 1,900 men, fewer than 100 under the ceiling of 2,000 men set by national legislation.

Two other battalions are serving in the Sinai and in southern Lebanon, and small contingents of staff officers and military observers are operating in Cyprus, on the Iran-Iraq cease-fire line, and in India, Pakistan and Afghanistan. All are volunteers.

UN service is popular. Last year, 6,000 Finnish soldiers — veterans of at least 11 months of military training at home — applied for service in the UN force. About 1,300 were admitted and were given special training before being sent abroad.

More than 20,000 Finns have participated in UN operations since the first company was sent to the Sinai in 1955, only a year after the country became a member of the world organization. Finnish UN soldiers are rotated every six months.

So important has the peacekeeping aspect of Finland's defense policy become, that peacekeeping is now listed in the manuals as one of the basic tasks of the army, along with the defense of the national territory, surveillance of the borders and training.

But Finnish UN soldiers, most of whom are reservists, are not counted in the total of the national army. Officials say that a UN soldier costs the country some \$3,000 a month, about one-third of which is reimbursed by the United Nations.

The Finnish Army, which is training 30,000 conscripts a year, is proud of its role in the country's policy of independence and neutrality. "Nine out of 10 Finnish men are trained for armed missions," a staff officer at army headquarters in Helsinki said.

Finland is spending about 5 percent of its national budget on defense, with about a third of this earmarked for equipment, according to military officials.

Major new expenditures are planned for the 1990s, when the air force will have to be re-equipped with a new generation of planes as its present interceptors — Soviet MiG-21s and Swedish Drakens, both about 10 to 15 years old — become obsolete.

Finland can have 60 interceptor planes under the Paris peace treaty. The decision on what planes to buy has not yet been made. The Finnish press has mentioned Soviet, Swedish, French and American contenders.

"We have been concentrating on the army,

in the 1990s it will be the turn of the air force," an officer said. A decision has just been made to buy state-of-the-art radar equipment from France, after the purchase last year of anti-aircraft missiles.

Neutral as they are, the Finns are making it clear that when it comes to military defense, they are talking only to each other and not to any one on the outside. "We have a policy of no military cooperation or coordination with any other country," an officer said.

United Nations peacekeeping is the only exception. For the last 24 years, defense minis-

'Peacekeeping is Finland's military window on the outside world; it has great political value for us.'

ters from Finland and other Scandinavian countries have been meeting twice a year to discuss UN-related issues — "and nothing else," officials stress.

In addition, four Scandinavian countries — Denmark, Finland, Norway and Sweden — are holding regular joint courses for officers doing peacekeeping duty.

In many young Finns, service in the UN forces is an opportunity to see the world and to learn English. For professional officers, it may be a chance to observe warlike conditions that cannot be simulated at home.

"Peacekeeping is Finland's military window on the outside world; it has great political value for us," said General Enso Sillasto who commanded UN forces in the Middle East in the 1970s.

Now retired, the general said that being active in the peacekeeping force was "the only way a small neutral country can be effective in the international arena in defense of our values and interests."

"Small countries are the ones most interested in strengthening the United Nations," he added.

Perestroika Unsettling Business With Soviets

HELSINKI — Soviet perestroika has been a disappointment, so far, to Finnish industrialists and businessmen. Instead of opening the gates to a profusion of joint ventures and other deals, Moscow's new ways have disrupted the cozy arrangements of the past when the rules were clear if restrictive, and when the Finns, enjoying a privileged position among foreigners, were able to cash in on steady personal relations with Soviet bureaucrats who never seemed to change and whose decisions were predictable.

The new rules, said one executive, are still evolving; decision-making has been decentralized; the lines of authority are blurred and changing; officials and managers change; personal relationships have become less effective, and it is more difficult than in the past to distinguish between serious propositions and others.

"They are in a period of transition; it is often hard to know what they want, and until they settle down, business will remain difficult," he said. He is more optimistic for the long term. Finnish firms, nevertheless, have concluded

more joint ventures with the Soviets than any other country except West Germany.

Over the last two years, 44 Finnish firms have received permission by the Bank of Finland to conclude 39 joint ventures involving an average of about \$1 million each, according to an official of the bank. One third of these are in manufacturing, the others in services, including planning, management and training.

Fifteen are located in Tallin, the capital of Estonia, Finland's southern neighbor, 15 in Moscow and nine in Leningrad.

About 150 other Finnish companies have told the bank that they are exploring projects for joint ventures but have not yet reached agreements.

One of the most spectacular deal so far is a joint venture between Enso-Gutzeit, a leading Finnish wood-processing firm, and the Autonomous Region of Karelia, a Soviet province. Letters of intent were signed last November.

The project is "the first-ever joint venture signed by the Soviets outside their national territory," according to Pentti Salmi, the chairman of Enso-Gutzeit. It provides for the construction of a large pulp, planing and saw mill in Finland, about 80 miles (130 kilometers)

from the Soviet border. The mill will use Soviet birch wood. The Soviet investment is 20 percent of the construction cost.

"This is a totally new experience for the Soviets," Mr. Salmi said. Finland, he explained, has an acute shortage of birch and other short-fiber wood which it has to import from as far away as Brazil. The Soviet Union, by contrast, has vast birch forests next to the Finnish border.

"We convinced them that with our cutting methods they can triple the amount of wood they cut without depleting their forests," he said. "The venture is the fastest way they can convert their assets into money; we pay hard currency for the wood; and they get the latest technology in wood-cutting, pulp-making and sawn-timber manufacturing. They will see how a modern mill must work to be internationally competitive."

Several Finnish companies, including Enso-Gutzeit, already are cutting wood on the Soviet side of the border, he said.

Mr. Salmi said that a Finnish consortium has also offered to build a major newspaper plant on the Soviet side of the border using Soviet spruce. The consortium includes Helsin-

gin Sanomat, a leading Finnish newspaper, the machine-builder Valmet and a Finnish construction company in addition to Enso-Gutzeit.

The project was negotiated in Moscow and endorsed by the Soviets but later turned down by the Karelian Autonomous Region. "I believe in such cooperation; it is in the interest of Finland and the Soviet Union," Mr. Salmi said of his joint venture with the Karelian Region.

He added that Enso-Gutzeit could become too dependent on Soviet wood and he wondered whether it was wise to assume that the Soviets would always come through with the right quality and quantity of wood at the right time.

Henry Tanner

'Finlandization' Gets a New Definition

Continued from page 9

pressure comes from Japan and the United States as well as Europe; competition is everywhere; the markets are getting freer; technology is advancing at terrific speed and transportation is becoming progressively cheaper; you can run a factory in Hong Kong by pushing a button in Helsinki.

Finland is feeling these pressures because "its prosperity depends on the growth of its exports to Western markets, all the Western markets," he said. He added

that "the one really damaging development" would be a decision by the Twelve to create new barriers instead of liberalizing their trade with non-EC members.

Leading Finnish companies, like their counterparts elsewhere, are seeking to protect themselves by internationalizing their manufacturing and servicing operations and buying into companies in the community and elsewhere in the West.

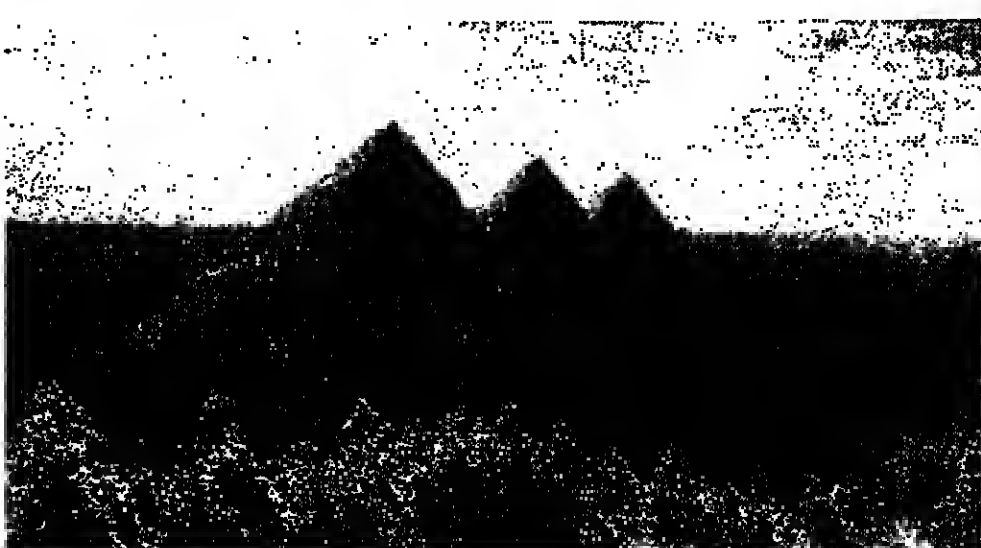
Finnish concerns now own

some 2,200 companies abroad, including some 350 in manufacturing and the others in services, according to industry sources. The number is growing rapidly.

But the Finns have been late in getting into this particular race. "The Swedes started this sort of thing a century ago, we are new at it," one industrialist said.

HENRY TANNER is on the staff of the International Herald Tribune.

ENSO SETS RECORDS



Enso-Gutzeit, the Finnish forest products company, had a turnover in excess of £1300 million in 1988.

Now, 18 years from Enso's Centennial, the company ranks among the world's largest forest products companies. Enso's range of paper and board products, totalling over two million tonnes annually, is one of the most diversified in the world. Enso is also Finland's largest newsprint producer, supplying newspapers around the globe.

Enso is the world's biggest exporter of liquid packaging boards. For certain products, like laminating papers, Enso supplies up to 50% of global demand. And Enso is Western Europe's largest producer of sawn timber.

Enso's success is based on technical expertise, close links with customers, and a smoothly functioning international marketing network. In fact, Enso markets all its own products worldwide. Enso-Nel, Enso's extensive real time information transmission and service system, is unparalleled in the forest products industry.

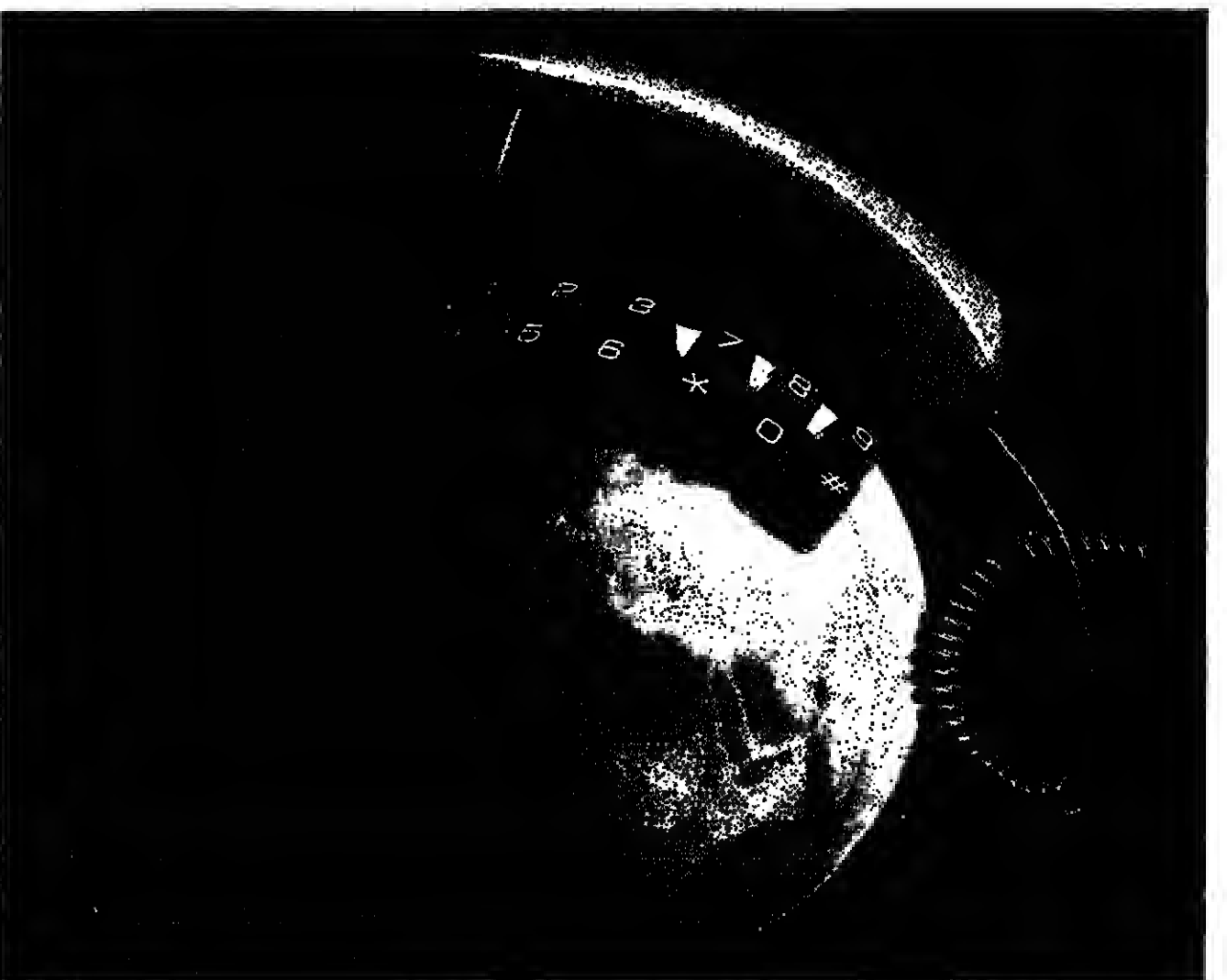
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ome an important strategic
ic dissidents held a secret meeting
ere to coordinate their efforts
ore freedom for their country
As a result, writers and other
friends of Estonia have been
stion demands that Finland
through direct investment and
cultural institutions and other
hips.

Two Finnish cultural organiza-
ions have started collecting money
for a fund that will help to
Finland. The fund will help to
also collecting money to help
should destroyed churches and
ance other religious institutions.

The Ingrians were expelled
tains and many of them re-
peak Finnish. They were re-
ago in what today is a Rus-
rad and were deported to a
e about 60,000. There are thought
0,000 of them in Estonia; the
st scattered throughout the
Union.

There have also been calls
tended to strengthen its pres-
presence in Estonia by estab-
ing a Finnish consulate in Tallin
and let an Estonian consul-
set up in Helsinki. Finnish
uch a move was increased in
minister, then the Estonian
rminister, Idrek Toom, re-
rmed the idea in a magazine
erview.

The Estonians hope to be
the Soviet republic to enable
nstitute abroad. They hope
that the Soviet foreign min-
ster, Eduard A. Shevardnadze,
speech last fall raised the possi-
y of "foreign ministers of
Soviet republics taking part
in the summit of foreign policy

There is a practical need by
Finnish consulates in Tallin,
etc., because more and more
Finns are able to travel to
Moscow. An official of the
cent-grass consulate in Tallin
said a month to visit there.

However, in a press confer-
ce in October, President Maasilta
of Finland stated that
issue was not "touch-
" though he said that he had
discussed by events in Estonia
pressed that Finland has de-
clared not only with Soviet
relations but also with
national movements.

My did, however, recently
of Estonian reformers. Tallin
is not private country, he said.
Made visited Finland's
member of the Popular Front
organization.

Prime Minister Harri Hol-
li, in an interview, is trying to
obtain a decision showing
about the Estonian situation
a press conference in Tallin
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A Conversation Prime Minister

Margaret Thatcher's achievements are not just

As Britain's prime minister for the past decade, Margaret Thatcher has commanded worldwide attention. And this remarkable woman's influence continues to grow.

Recently, Mrs. Thatcher was interviewed by the editors of Reader's Digest and historian Paul Johnson at Chequers, traditional country home of British prime ministers. She spoke candidly of her nation's current problems, the world's challenges and her own future.

This exclusive interview will appear simultaneously in 39 editions of the May Reader's Digest, read by 100 million people in every country in the world. We present it on the eve of the prime minister's 10th anniversary in office.

Prime Minister, you are not only the leader of a great nation but a world leader as well. What do you view as the most pressing international problem?

The great unknown is whether Gorbachev's bold reforms of the Soviet system can be taken through to completion. To us, this would mean a much freer society with a proper rule of law and a genuine respect for human rights. Such a change would have an effect on so many other nations and on how people see socialism—which is not about human beings at all. Socialism is about economic plans and people having to conform to them, not about government serving the fundamental dignity and freedom of the individual. The fact that we are even considering the possibility of such a change in the Soviet Union is an enormous step forward.

What are the chances that Gorbachev can succeed?

I have no doubt that he will persist. He believes in what he is doing. For him it is an inspiration, a vision and a resolve. I think he has a good chance.

The most difficult time will be the next two or three years. People who have always been told what to do have no practical experience of their own initiative. Some are a bit fearful and may say, "Well, at least we knew where we were under the old regime."

I have not the slightest doubt that the Soviet people are enormously enjoying the greater freedom of discussion. We don't quite realize—because we have it automatically—what a joy that must be. But the next step, becoming self-starters, is the difficult one.

To what extent has your government succeeded in permanently turning the British away from socialism?

The people have truly moved away from it. But perhaps not yet permanently, because some have a vested interest in it.

Let me say this: socialism did not come from the people. It is a doctrine of intellectuals who had the arrogance to believe they could better plan everyone's life. You will see it in our left-wing Labour authorities [in local government] and in some university groups. How do they put their case to the people? They do not reveal that freedoms will go. They say, "Vote for us and you will have far more without doing as much for it." Some people are still bewitched by that.

In my time in university, people on both sides of the Atlantic still had their minds on the difficulties of the 1930s and were looking to see whether this other creed might work. How much we did not yet know at that time!

Now we are through that. We have seen how the two beliefs work in practice. There is no shadow of doubt as to which actually is better for people.

Marxism is a superficial creed,

while ours is deeply grounded in religion and a faith in human nature. Do you know the book *The Devil's Advocate* by Morris West? Toward the end a communist and a holy man, the protagonist of liberty, come together. The communist says, "When I die there will be millions to take my place, and I shall not matter at all!" And the holy man replies, "When I die, there will be millions to take my place, and the difference is that each and every one matters and *knows* that he matters!"

Today young people in Britain are beginning to understand that each of them has God-given talents which they want to use to help themselves and others too. Even the Soviets realize there is a divine spark—though they may not put it that way—in every one of them, which they must not ignore if they are to reach the right answer.

What lesson has been learned here in Britain that is applicable to other countries?

We believe a government's task is to give people opportunity, not handouts. We simply must help people who are unfortunate through no fault of their own. Basic social services are a

fundamental part of modern life. But some people twist the rules to cover those who could help themselves. So we changed our rules to say: "Yes, you get help if you are unemployed. But you must be actively seeking work. You get no help if you *choose* to be unemployed."

If you do not tackle this problem, your welfare state gets bigger and bigger.

What has been the most difficult time during your years in office?

To get things right in the long run, you often have to have a difficult time in the short term. We had to get inflation out of the system. And for the first two years, we were absolutely pilloried for doing it.

Some people still think the politician's job is to give them an easier life. It was difficult to turn it around and say: "Look to your own efforts for your standard of living, not to lobby groups and protests against the state. Secondly, if you demand more in wages than your company can afford, you must be prepared to take the consequences of putting yourself out of a job."

Companies had to be made just as accountable. Until we came into



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are must a British phenomenon. They are global.

power, when a big company got into trouble, in came the government with a big subsidy to bail it out. That meant a long-term decline.

So the first thing we had to say was: "No! We are not going to bail you out. You must accept the consequences of your own irresponsibility. You are not making the right products? Your price is too high? Out you go!"

Unfortunately, this led to a big increase in unemployment. At the same time, we had to spend more on defense and on law and order. To give people an incentive to work harder, we cut down the proportion of their earnings which the state was taking directly. But because we had a recession and some incomes went down, for a while it looked as if the state were taking more. It was a very difficult time.

Can you tell us your reactions to the Irish Republican Army's bombing of your hotel in Brighton in 1984? What passed through your mind when you first realized what had happened?

My first instinct was to keep calm and see if everyone was all right. My husband, Denis, and I went to check on our people, and gradually they collected in my office. Then, frankly, I thought, *Which way are we going to go out?* Knowing that these IRA people are pretty terrible, I thought it quite possible they had bombed all the exits.

The firemen came along and said, "Wait here a moment!" Eventually they said it was all right to go out through the main part of the hotel. Then, of course, we saw that a section of the front of the building had collapsed. We knew that some of us were all right, and assumed that more were all right than was the case. We still did not know fully what had happened.

We came out and spoke to television, then went off to the police station. There I said, "Look. If it is possible, we would like to carry on with the conference this morning. It is vital that we do."

You must always make certain that the terrorist does not think he has got your morale, your spirit. He might have got some people, but he must never get your spirit. We had to get on that platform at 9:30 sharp. And we did.

When did it first hit you that you nearly died?

Later, some of my people went back to see if we could pick up my clothes. In my room, they looked into the bathroom and saw the ceiling down. I will tell you why it struck me. On the night of the bombing, I had just

finished reworking a speech at quarter to three and realized I *had* to get some sleep. Just then, my secretary, Robin Butler, came in and said, "I am sorry, but there is a decision I simply must have." He thrust a set of papers in my hand and, while I was reading them, the explosion went off. Had I not been reviewing those papers, I would have gone straight into the bathroom and would have been there. Another person whose bathroom was a few floors above mine had done exactly that, and was virtually blown to bits.

Do you think the bombing has had any effect on your thinking about Northern Ireland?

No. It only reinforced my feeling that the terrorists must not win. There is something I must get over to you: Northern Ireland terrorism is not like PLO or African terrorism. In Northern Ireland, every single person has full civil rights and an equal vote. The reason some of them turn to terrorism is that they do not like the results which democracy gives. Northern Ireland is part of the United Kingdom because the majority of the people there wish it so.

Despite such hazards, you obviously enjoy governing. Can you tell us why you get such fulfillment out of being in charge?

It is not fulfilling to be in charge. It is fulfilling because of this enormous and visionary task. I remember being taught by my parents from my earliest childhood that the one thing about being British was you did not have to be told what to do. You rose to your responsibilities and took the initiative. This is the British character. Religious belief played a fundamental part in shaping that character because, whether you take the Old Testament or the New Testament, it puts the emphasis on the dignity and responsibility of the individual. You are accountable because you have freedom.

That whole idea had been undercut by the socialists, who said: "The state will take care of you! The state will provide!" But they did not say, to do that, the state would have to take more from someone else.

I knew that socialism was not right for Britain, because only freedom and responsibility will give you two things: first, dignity and meaning to life; and second, prosperity.

So I had more than a job to do. I had a task: a task I have to bring to fruition.

People feel more secure when they have the power to stand up against a government; the power that having their own home gives them, the power that controlling their own money

provides. And that is why now, in this Parliament, we are trying to enlarge opportunity. The tax is still going down. We are putting the schools more in the control of the people. Next will be the hospitals, because if you believe in the responsibility of people, you gradually delegate and disperse the power.

This is one reason we denationalized. Governments do not know how to run industry. People do. The moment you get governments doing it, they are running away from their more difficult tasks.

I say to people on the Continent: "Stop talking about worker participation in business management. You are back in the Marxist era! Workers participate through the political process. The rest should be based on merit. True worker participation is giving workers a chance for ownership."

Let's turn to a foreign-policy issue. Were reports in the U.S. press accurate that you opposed any military action to destroy the poison-gas plant in Libya, a nation you have referred to as a terrorist state?

No, that is an utter distortion of what I said. I had a question put to me after the Pan Am jumbo jet was bombed by terrorists: "Do you believe in 'an eye for an eye and a tooth for a tooth'?" I said, "No, of course not." It would be totally wrong to do something similar in revenge.

At the same time, I do not rule out other actions. If a request comes to me, I say: Is it, under all circumstances, reasonable? Does it qualify as legitimate self-defense? That was the case when we allowed the United States to use our bases for the strike against Libya in 1986.

How satisfied are you that Western governments, including your own, are pursuing the right policies to secure the release of hostages held by Middle Eastern terrorists?

I am absolutely certain we are right never to pay ransom in any form. The terrorists are acting in a totally uncivilized way, and we must not resort to anything which would give

them reason for taking more hostages.

You have touched upon a fundamental problem. Under national law, we have a means to fight terrorism. We cannot always find the terrorists, but if we do, we can bring them to trial. There is no international law to enable us to do that.

Nonetheless, it is our duty to fight terrorism, because terrorists recognize no law and no rights of fellow human beings. Internationally, we all have to pillory those nations that sanction terrorism.

Britain has agreed to cede Hong Kong to the People's Republic of China in 1997. Do you have any misgivings about whether Hong Kong will remain free thereafter?

We had to do what we did, because 95 percent of the territory is under a lease which expires in 1997. Unless we had negotiated when we did, we would have had no power to help keep Hong Kong's way of life, which has been so fruitful for both them and China.

And I have noticed this about communist nations: when they negotiate internationally, they like to be seen as upholding their treaties.

So you have got two very different things, and they are both powerful: reputation and economic interest. What I am saying is, we did the best we could.

You have been enormously successful, winning three elections in a row. Don't you sometimes think: "I must not let this go to my head"?

It won't go to my head—the press will jolly well see that it doesn't! The media today are more unbridled than they have ever been, more distorting than ever—on both sides of the Atlantic. So I do not think the tendency you're speaking of is as dangerous as it used to be.

Also, I have far too much to do. My creed is just to get things done. I do not want office for the sake of power. I am not likely to cling. I will know when the time comes. But I want to make certain that the things I passionately believe in will continue—and that others will carry on with the task.



Reader's Digest

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ARTS / LEISURE

Music in Leningrad: A Spring Lift

By Paul Moor

LENINGRAD — The fifth annual Leningrad Musical Spring festival, focused on this magnificent city's three historical periods as St. Petersburg (1703-1914), Petrograd (1914-1924), and Leningrad.

During its two-week run, with considerable assistance from an American composer-conductor and a music-loving British industrialist, the 158 composers and musicians in Leningrad's Union of Composers belatedly advanced into the age of electronic music.

This year's festival presented works by a number of Leningrad's leading composers, among them Yuri Falik, Alexander Knaifel, Andrei Petrov, Anatoli Zaitin, Sergei Slonimsky, and Boris Tishchenko. A number of them, until relatively recently, have had their difficulties with the Old Guard musical establishment, which adhered unwaveringly to Stalin's endorsement of folk art as the foundation of Socialist Realism and tended to equate Igor Stravinsky, Arnold Schoenberg and their dodecaphonic disciples with original political sin.

Today, for a visitor in this country for the first time in 23 years, glasnost and perestroika have effected sweeping changes of such magnitude that the repeated shock of discovery leaves the mind almost reeling.

By long Soviet tradition, intellectual and artistic workers in each discipline have their own association, and each regional group its own house where the membership meets regularly to discuss one another's work and to share their own. New policies by President Mikhail S. Gorbachev have brought truly revolutionary changes in the unions involving writing, art, film, and television. If they have had — comparatively speaking — less impact on the Union of Composers, they still have brought about liberalization and progress unthinkable only a few years ago.

In the recent past, official musical policy had banned performance of all of Stravinsky, even works from his Russian-folklore period. The same ban applied to even the lushly romantic, unambiguously tonal, earlier works of Schoenberg — and, naturally, to all electronic music. Official Moscow reviled all schools of jazz with a vituperation

approaching that of Nazi Germany. Festival visitors here this month, could see posters proclaiming a recent show entitled "Mister Rok i Roll."

In one regard, the Soviet Union of Composers today enjoys a unique but unenviable distinction. It alone still has at its head a man — Tikhon Khrennikov — installed during the blackest days of Stalinist repression and terror. Over the years, he has occasionally, and to a minimal extent, trimmed his ideological sails to the prevailing winds of aesthetic change, but not by any stretch of the imagination could one regard him as a supporter of today's more advanced and progressive Soviet composers.

Some of Leningrad's leading composers have made puzzling, almost perverse use of their new liberation from ideological and aesthetic fetters. Western experts on contemporary Soviet music have long known Sergei Slonimsky, now 56, as one who pushed avant-garde compositional techniques to their locally permissible limits. As recently as 1983, the publication of his first string quartet (subtitled "Antiphones") showed him following trails blazed by such Western avant-gardists as John Cage and Pierre Boulez.

Slonimsky's Fourth Symphony, composed in 1982 and conducted here by Joel Spiegelman from New York, proved solidly tonal. Some asymmetrical rhythms and polytonal punctuations seize the listener's attention, but one of Slonimsky's colleagues says each of his eight symphonies has tended to become more conservative and traditional than its predecessor.

Boris Tishchenko, another prominent Leningrad, has undergone a somewhat similar evolution. When Mstislav Rostropovich unveiled (and recorded) his cello concerto some years ago, it revealed Tishchenko's system of composition with all 12 equal tones of the octave, which he employed with a notably lean and spare economy. Most recently Tishchenko has devoted himself to vast works of inordinate length, composed for instrumental choirs greater than any Gustav Mahler or even the younger Schoenberg ever dared even imagine.

Spiegelman, currently on leave from Sarah Lawrence College, figured importantly in this year's Leningrad festival. A one-time exchange scholar, he has an almost native command of Russian, an ex-

tensive circle of Soviet artistic friends and acquaintances, and a success in the Soviet Union, both as composer and conductor, exceeding that thus far accorded him in his native land.

At one concert, with the superb Leningrad Philharmonic, Spiegelman conducted (in addition to the Slonimsky) an interesting, but musically conservative, cycle for voice and orchestra by Yuri Falik. It sets 10 texts (by authors including Anna Akhmatova, Ivan Bunin, Oleg Mandelstam and Vladimir Mayakovsky) banned by earlier Soviet regimes.

At a second concert, with the Leningrad Chamber Orchestra, Spiegelman conducted another Falik score, "Elegiac Music" (for strings and four trombones), a shimmering work of shifting adjacent semitones.

Spiegelman, who is 35, closed that concert with Leonard Bernstein's Serenade — and thereby hangs two tales. As his violinist, he had Rimma Sushanskaya, a one-time Leningrad dissident now an American, married to Eric Hurst, an English industrialist. She distinguished herself, and the audience gave her, as well as Spiegelman, an emotional, enthusiastic reception.

Some months earlier, in Spiegelman's New York apartment, Sushanskaya and Hurst had revealed in Spiegelman's demonstration of a synthesizer (on which he has recorded a controversial but unarguably brilliant version of Bach's Goldberg Variations). When Spiegelman rhapsodized about the synthesizer's experimental potential in the field of electronic music, Hurst asked whether Leningrad's composers had anything like that.

Definitely not, Spiegelman said. How much would such an electronic music studio cost? Spiegelman reckoned the total at about \$20,000. Hurst responded: "It's theirs."

And so, last Wednesday in a jubilant ceremony at Leningrad's House of Composers, the first electronic-music studio in the Soviet Union did indeed become theirs. The Leningrad festival's hospitable organizers rounded off the day of Spiegelman's second concert by taking all their international guests to a late-night celebration.

Paul Moor, who lives in San Francisco, is a journalist who specializes in music and lived in Berlin for many years.

'Ivanov': A Rare And Rewarding Chekhov Revival

By Sheridan Morley

LONDON — "Ivanov" (at the Strand) was the first of Chekhov's full-length plays and is rarely revived perhaps because it is so resolutely un-Chekhovian:

THE LONDON STAGE

no sisters yearning for Moscow, no lovelorn authors or world-weary uncles, no languid aristocrats waiting for the end of their world, just a suicidal hero rampaging through country estates trailing death and desolation in his wake until the final gunshot.

It is therefore courageous of Alan Bates and Felicity Kendal to open a short West End season (one which continues with the cheerier "Much Ado About Nothing" next month) under Elijah Moshinsky's direction with a work that has seldom proved a popular success, and has been largely untouched in London since a famous Gielgud revival of 30 years ago. But that is precisely the fascination of "Ivanov": in setting the central figure up against a farcical collection of local opportunists, and then having them watch him fall to pieces in their unending midst, Chekhov is ultimately telling the story of a once-good man who can no longer make good. And Alan Bates seizes the opportunity for one of his most gleefully semi-detached performances on the classical side of Simon Gray.

But the revelation of the evening is Felicity Kendal, known primarily to British audiences as a light comedienne but here giving a tragic performance as the doomed wife, abandoned by Ivanov to a death that is as much of neglect as of consumption. Around those two characters Moshinsky has arranged a gallery of eccentrics, from Nicky Katt as the estate manager through Frank Thornton as the money-grubbing count to Sheila Steafel as the overbearing local hostess, with Philip Franks as the venge-

ful doctor, in a dark study of a man driven out of his own life and society by his own despair.

At the Royal Court, Caryl Churchill's "Icedream" is a curious little 80-minute quartet for distant cousins — two American, two British — who approach each other's nations with a touching mixture of naïveté and enthusiasm only to end up in a heap of murder and mayhem without ever learning very much about two nations separated by a single language.

Far removed from "Serious Money," the savage financial satire that was her last success at the Court, this is an elliptical mystery tightly packed into 20 short scenes of which the first half are all set in Britain and the second half in the United States, and written in a style more akin to Churchill's earlier "Cloud Nine" than her more recent work.

Lance and Vera (Philip Jackson and Carole Hayman) are the American married couple ransacking England for traces of their distant ancestors. The consens they find (David Thewlis and Saskia Reeves) have already got one corpse to be disposed of in a forest, and soon after their arrival on a return visit to America there are another couple of sudden deaths.

Churchill's tourism is a distinctly precarious and murderous affair, sketched out in dialogues that never quite add up to a play but give a constant impression of trans-Atlantic unease, as though travel only exists to confirm the worst prejudices about foreigners. Her England is full of psychopathic lunatics, her America equally unsettling, and at the abrupt end of "Icedream" its moral would seem to be that the family which preys together stays together.

If you can conceive of a group of late 17th-century English Yuppies let loose on "Liaisons Dan-



Felicity Kendal in Chekhov's "Ivanov."

gerous," you will have some vague idea of what to expect from George Elberge's "The Man of Mode," which comes to the Barbican Pit from a season last summer at the Stratford Swan. The Royal Shakespeare Company in London seems much preoccupied with the Restoration just now and indeed "The Man of Mode" shares with Edward Bond's "Restoration," also in the Pit repertoire at present, a loppish central performance from Simon Russell Beale as Sir Fopling Flint, who is the main character but also one of the most underwritten in the entire play.

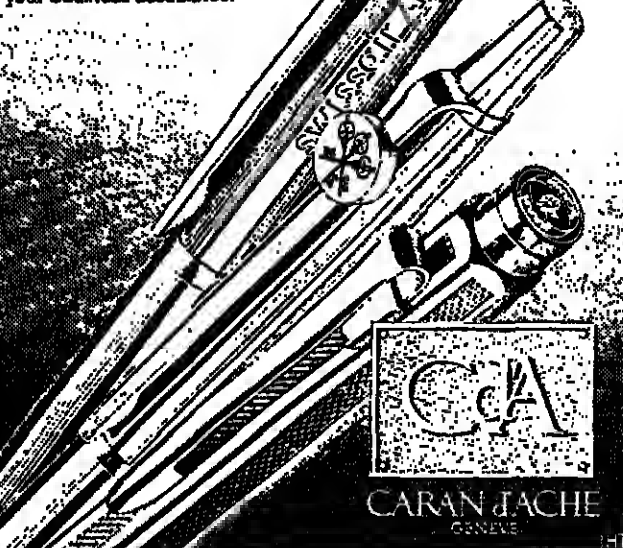
Essentially the story is of Dorimant (Miles Anderson) and his complex attempts to discard one mistress for another. But around that central romantic mismatch are arranged other couples who mix and match, meet and part, in a permanent merry-go-round of romantic attachments and disengagements.

Garry Hynes's production keeps it all moving along swiftly enough, but it is in the scenes where Beale is allowed to cut through the confusions of the subplots with a performance of outrageous high-camp exaggeration that the evening truly comes to life. For the rest it is one of those plays which, one feels, is being revived out of a sense of academic duty rather than theatrical passion.

Some of the many questions that will face the RSC successor to Terry Hands in the next few years is whether productions that have worked wonderfully by the Avon are necessarily suited to the suburban Barbican Pit a season later, especially when it is not always possible as here to retain the original casting intact.

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A Serious Tale of 2 Jazz (Sort of) Clubs

By Mike Zwerin

PARIS — Two new clubs featuring live music will open on April 27, in Les Halles and Pigalle. They may or may not be jazz clubs but management appears to be relatively serious, though please don't ask relative to what.

Malibi, 12 Rue Pierre Lesort (4026 5621): In the early '80s, painter, art dealer, impresario and restaurateur Richard Bréchet purchased an hôtel particulier once occupied by a certain Cabot de Colloqueux de Dampmartin in the Provencal town of Uzès. Bréchet rented rooms upstairs and served

meals in the restaurant. The acoustics were excellent and musicians like Archie Shepp, Steve Grossman and Memphis Slim were pleased, as Bréchet puts it, "to work for bosses who were not buying musicians like heads of lettuce."

As many as 20 concerts a month, nobody was counting, featured pretty much whoever turned up. In honor of his friend the pianist Mal Waldron, the club's name was soon preceded by an "M," as in Malibi. The combination of passionate music, sunny winds and familial atmosphere led to a friendly scene that was used as an example of the nice places handshakes can lead to. Unfortunately it also led to bankruptcy.

Now, three years later, Bréchet is opening a chain of Malibis, beginning in Paris, Lille and Brussels. There will eventually be seven, each no more than two hours away by TGV from another. Comfortable inexpensive hops, an entire tour under one management, albums sold where they were recorded, one ad covering the entire circuit — a model of smart business and artistic integrity.

The clubs will double as art galleries. The work of the Art Brut painter Gérard Lattier and a collection of what he calls "light paintings" by the American photographer Hart Leroy Bibbs will be on exhibit when Mal Waldron opens the Paris Malibi. The art on the walls will be for sale, a drink will cost about 60 francs (about \$10).

It sounds like a sound proposition, but there are already confusing and contradictory last-minute changes reminiscent of another sound proposition launched by handshake in the trenches of the Parisian night by the respected owner of the private club bearing his own name, Castel. Earlier this year, Jean Castel's idea was "to create a special ambience where people who are accomplishing something come to nourish each other."

Jazz combines the physical and the intellectual — no other art does it with such complexity and balance. It is a neutral high ground where generations, races and philosophies which do not agree about much else can communicate. People with power keep turning up with "guilt-money" to finance a product-mix furnishing spiritual nourishment as well as spirits. Jazz is "pure," no contracts required.

So Castel inaugurated Puzzle without advertising or publicity, not even a sign in the window. Not bothering to notify the public, Castel rented the jazz cave to his "prestigious" members for birthday parties for an evening on short notice. Jazz people in search of "nourishment" (and beginning to find it in Puzzle) would be turned away by doormen who said, "You cannot enter," with pride as though it were their own door. "This is a private club," Castel closed Puzzle, his jazz cave, last month.

La Poste, 34 Rue Duperré (4280 6616). Also opening on April 27, it is not being called a jazz club at all. The general manager and artistic director Rochelle Robertson, daughter of actor Dale Robertson, who opened the successful Hollywood Savoy restaurant (and asks it not be held against her) in the early '80s, describes herself as "profoundly American." She considers La Poste a "super club" — a fine old-fashioned expensive image — 300 francs for dinner including music, a jazz-based show, champagne and a pool room downstairs with its own bar.

cluding Dee Dee Bridgewater, Cynthia McPherson, Militia Batfield and Lavelle. It can almost be called a renaissance. Robertson reveals knowledge and taste by placing Alain Jeanmarie near the top of her list of candidates for pianists. Just about any horn man who has ever played Paris includes Jeanmarie as one of the best there is. The grotesquely underrated Antillean pianist remains timidly in the background, however, and Robertson pushing him forward is wonderful to see.

Jazz is many things to many people. Some musicians can play or sing jazz with hardly one improvised note, the feeling is, as Boris Vian would have said, "jazzistique." On the other hand, many a bebop horn man runs through accepted expected phrasing with the hippest accents in all keys and any tempo but with painful paucity of ideas.

George Bizet once lived at La Poste, the hôtel particulier at 34 Rue Duperré. After that it was a post office (thus the name), the post office plastered over the gold-leaf mosaic walls and ceilings and Napoleon III decor, which Robertson is now busy restoring. She is not sure Bizet wrote "Carmen" in this house, but she says, "we prefer to think so."



Rochelle Robertson, general manager of La Poste club.

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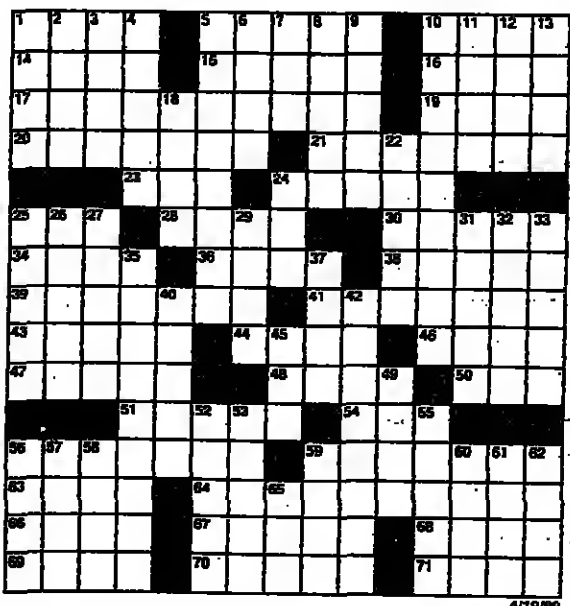
- 1 — eagle
- 5 Group of bees
- 10 Pheasant brood
- 14 Birthright seller
- 15 Conical shelter
- 16 Notion
- 17 Black-capped birds
- 19 Surfeit
- 20 Bird dogs
- 21 Indian chiefs
- 22 Magpie or Mino
- 24 Switch button
- 25 Fairy queen
- 28 Flank
- 30 Rude push
- 34 Discard goddess
- 35 Knot
- 38 Gobelins product
- 39 Ancestry
- 41 Beavers, e.g.
- 43 Painter of "L'Absinthe"
- 44 Fury
- 46 Genu
- 47 Slumbered
- 48 Elbe tributary
- 50 Boston's are
- 51 Was distressed
- 54 Female hare
- 56 Prodder
- 59 Passes
- 63 Sixth wife of Henry VIII
- 64 Comacinate nocturnal hooters
- 66 Currency premium
- 67 N.Y. Public Library benefactor
- 68 Throw dice
- 69 Raven's haven
- 70 Spools
- 71 Anecdote collections

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- 3 Café au
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- 5 Bird that is often a pest
- 6 Unites
- 7 Primate
- 8 Dodger of yore
- 9 Buttes' kin
- 10 Goalsucker
- 11 Unoccupied
- 12 "Ta —" ancient hymn
- 13 Dimes
- 18 New Zealand predators of sheep
- 22 Jal-alai racquet
- 24 Cardinal's color
- 25 Blends
- 26 Prospero's prankster
- 27 Sore
- 29 Performer
- 31 Begins
- 32 Indivisible bird
- 33 A favorite of Queen Elizabeth I
- 35 Puffin
- 37 Squirrels steal these
- 40 Out of bed
- 42 Teasers
- 46 Assist
- 49 What a hobo hits
- 52 "Merry Widow" composer
- 53 Worn away
- 55 Notable age, 10 Antonio
- 56 Bridge
- 57 Summon, as at a hotel
- 58 "The Haj" author
- 59 Chemical compound
- 60 Tchaikovsky's "Lake"
- 61 Cinema's Lancaster
- 62 Concordes
- 65 Hwy.

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BUSINESS ROUNDUP

Developer to Buy Ramada's Hotels

PHOENIX, Arizona — Ramada Inc. said on Tuesday it would sell its hotel chain to New World Development Co. of Hong Kong for \$540 million, forcing the U.S. company to concentrate on casinos.

Phoenix-based Ramada began a restructuring in October after it rejected a "grossly inadequate" \$369 million takeover bid by the Chicago-based Pritzker family. The sale of the chain of more than 825 hotels and motels is a major step in the overhaul.

New World, the large Hong Kong-based real-estate company

with hotel interests, said Prime Motor Inns Inc. would participate in the transaction and would operate Ramada's 600-unit U.S. franchise system.

The Ramada name, adopted in 1959, will stay with the hotels. The new gaming company will take a different name, to be introduced later.

New World and Prime are making a major commitment to achieve success for the 800-plus hotels to the Ramada and Rodeway systems, said Richard Seck, chairman and chief executive officer of Ramada. "The present Ramada

Toyota Picks British Site For First European Plant

Compiled by Our Staff From Dispatches

LONDON — Toyota Motor Corp., Japan's biggest carmaker, has chosen Britain for the site of a £700 million (\$1.2 billion) auto plant, the trade secretary, Lord Young, announced Tuesday.

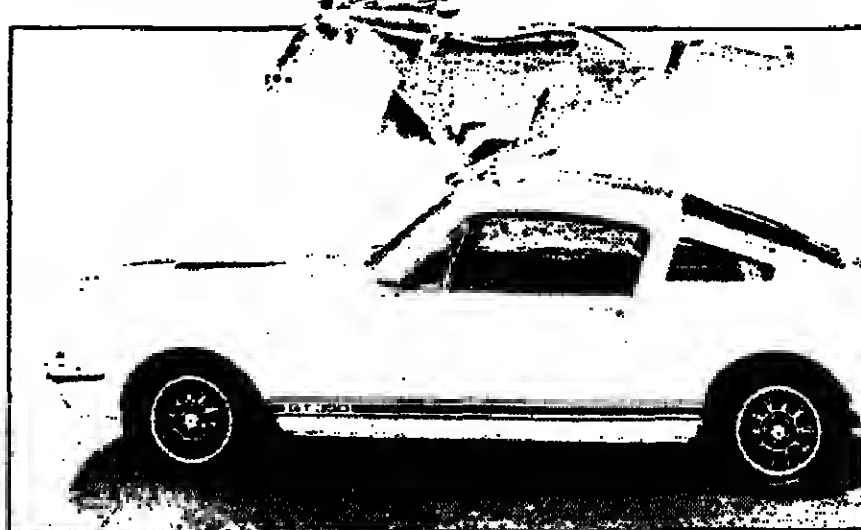
The plant, Toyota's first European factory, is to be located in Burnaston, a town in northern England. It is expected to eventually employ 3,000 people and produce up to 200,000 small cars a year, Lord Young said in Parliament.

Burnaston's Labour Party-controlled local government has promised to invest £20 million of pension funds in Toyota if the Japanese company decided to build on its 280-acre (113-hectare) site, formerly an airfield. Toyota was offered no other financial assistance, Lord Young said, though other areas of Britain competed for the plant.

Picking a site that carried no major incentives was seen as a political tactic by Toyota, aimed at deflecting charges that Britain effectively was subsidizing domestic auto production.

Toyota would become the third Japanese carmaker to assemble its models in Britain, following Nissan Motor Co. and Honda Motor Co., which makes cars in a joint venture with Rover Group PLC. Nissan scored a major victory for Japanese automakers in Britain this week with the announcement that its cars would have free access to other EC countries.

France had tried to limit imports of British-built Nissan cars, arguing that they were subject to quotas applying to Japanese companies. Nissan objected, insisting the cars were built within the European Community and with 70 percent locally produced parts. Britain's Department of Trade and Industry said on Tuesday that France had agreed not to count British Nissans in Japanese quotas. (AP, Reuters)



A 1966 Shelby Cobra, a souped-up version of the early Mustang, and the Mustang's grill emblem.

No One Can Slow the Mustang Down
25 Years On, It's a Baby Boomer's Fountain of Youth

By James Risken

Los Angeles Times Service

DEARBORN, Michigan — It was yet another watershed day in Baby Boomer history, a day sure to make every member of the Baby Boomer feel ever so old. On Monday, the Mustang turned 25.

Perhaps the most influential and successful American car of the postwar era, with more than six million sold worldwide, the Mustang is still going strong. It remains the best-selling car in its class.

So on Monday, Ford Motor Co. officials gathered in the old assembly plant that turned out the first 1964 Mustangs — and which continues to stamp them out today — to celebrate a car that has become a cultural icon for a generation.

To the strains of the 1960s classic, "Mustang Sally," Ford executives, led by Jack Teinack, the company's chief designer, rode through the Dearborn Assembly plant in mint-condition early Mustangs. Later, Mr. Teinack and other Mustang watchers talked about the impact the original pony car has had on Ford, and on America's car culture.

"It was a great statement of American design and of American ingenuity," Mr. Teinack said. "From day one the Mustang has created a wave of excitement few other cars can match."

Indeed, the Mustang, introduced at the New York World's Fair on April 17, 1964, has become one of the most beloved cars in American history, argues Michael Marsden, a professor of popular culture at Bowling Green State University in

Ohio, who has worked with Ford on researching the car's history. Mr. Marsden says that only three other cars — the Volkswagen Bug, the Chevrolet Corvette and the Ford Model T — have evoked in American car buyers the same kind of deep emotional attachment as has the Mustang.

With a base price of just \$2,368 at the time of its introduction, the Mustang virtually created a market for sports cars that teenagers and college kids could afford.

"It was a car that came along at the right time and for the right people," Mr. Marsden says. "The first Baby Boomers were just turning 17 and 18, and were entering the car market. Ford recognized the demographic trends, and came forward with a car that combined all the qualities they wanted. It was sporty, yet it had the luxuries their parents' cars had, and it was affordable. It created a whole new class of cars."

Despite the fact that it was really just a derivative of the old Ford Falcon — with better-looking sheet metal — the Mustang was an overnight success, right after its introduction, buyers lined up in showrooms across America to see one. Quickly, the Mustang became a symbol of youthful freedom for a generation. So much so that its prime champion inside Ford — one Lido Anthony Iacocca — found himself on the cover of Time Magazine, and on the path to stardom.

Yet perhaps the Mustang's most remarkable achievement has been its staying power.

Although Ford has not redesigned the car in a decade, it is still

the best-selling sports car on the market, outpacing 30 other domestic and imported models in what analysts call the small specialty segment of the car market. In fact, with sales of 170,080 in 1988, the Mustang now outsells the Pontiac Firebird and the Chevrolet Camaro — two other '60s hangovers — combined.

No one has been more surprised by the Mustang's continued success than Ford management.

Indeed, Ford has repeatedly planned to kill it off.

Ford executives, sure that the Mustang's dated, rear-wheel-drive design could not compete with the newer and fancier imports, have officially scheduled the Mustang's demise several times. The car has frequently been dropped from the company's master list of its car development projects.

Ford was certain, for example, that its new Probe, a front-wheel-drive performance car built for Ford by Mazda Motor Corp. in its U.S. plant, would kill off the market for the Mustang. As a result, Ford planned to cancel the current Mustang and put its name on the Probe instead.

But Ford had not reckoned with the intense loyalty of Mustang owners and buyers. Aging Baby Boomers have kept Mustang sales so strong in recent years that Ford has had to invest \$200 million to modernize its Mustang production line in Dearborn.

Now, Ford officials say, the Mustang is likely to stay in the lineup at least through the early 1990s.

Problems With Chip Stocks Depress Apple's Profit 29%

The Associated Press

CUPERTINO, California — Apple Computer Inc. said Tuesday that its net income had fallen 29.2 percent to \$56.4 million in the most recent quarter, partly because of previously announced inventory problems with high-cost computer memory chips.

The fall from \$79.7 million for the three months ended March 31, the second quarter of Apple's fiscal year, was a surprise. Earnings per share were 44 cents, compared with 61 cents for the second 1988 quarter. Sales were \$1.25 billion, a 44 percent increase.

John Sculley, Apple's chairman and chief executive, said the problem of an oversupply of chips bought at peak prices "is now substantially behind us."

International sales accounted for 40 percent of total revenue in the second quarter. The figure was 38 percent in the year-earlier quarter. "Macintosh sales continue to record strong gains around the world," Mr. Sculley said.

PLANES: GPA Sets \$16.8 Billion Order for 308 Jets

(Continued from first finance page)

from the current 7,900 aircraft to 12,500 by the year 2000.

Leased jets currently account for about 16 percent of the world fleet. World aircraft-engine manufacturers also received a boost from the GPA order.

Rolls-Royce PLC of Britain and U.S. firms Pratt and Whitney Corp. and General Electric Co. will be involved in supplying engines for the various aircraft.

Colm Carr, GPA's vice-president for finance, said financing for

the purchases was not yet finalized. "We have equity of \$1 billion and credit lines of \$5 billion," he said.

"With deliveries over eight years, it would be inappropriate to arrange the entire financing at this point in time."

He ruled out a stock-market launch for GPA. "The idea of GPA going public is under regular review but we have no intention to go public in the foreseeable future," he said.

Analysts generally said that the GPA move was a good one, given

heavy demand for new aircraft between now and the end of the century.

"Manufacturers can't deliver fast enough," said James Halstead, an analyst at the London office of the New York investment bank, Salomon Brothers. Mr. Halstead added that air traffic will continue to rise rapidly.

"Assume traffic will grow at 5 to 6 percent a year to 2000 — that is a conservative estimate. We see demand for 7,000 new aircraft."

(AP, Reuters)

Citicorp Income Is Better Than Analysts Predicted

Reuters

NEW YORK — Citicorp, the biggest U.S. banking company, reported a better-than-expected 47.8 percent gain in first-quarter earnings on Tuesday and said it would raise dividends on common stock.

Two competing companies, Mellon Bank Corp. and Continental Illinois Corp., also posted higher income for the period.

Citicorp's net income rose to \$529 million, from \$358 million in the first 1988 quarter. Its assets grew to \$210.7 billion from \$202.9 billion. Deposits increased to \$125.6 billion from \$118.0 billion, while loans rose to \$143.4 billion from \$135.3 billion.

Along with its earnings report, Citicorp said it would raise its quarterly dividend to 40.5 cents a share from 37 cents.

The company's income was about 8 percent higher than analysts had expected.

Mellon Bank of Pittsburgh said its first-quarter income rose more than fourfold, to \$130 million from \$25 million reported in the first quarter of 1988. In the latest period, \$53 million of income was a one-time gain.

Two years ago, Mellon's financial

Productivity Gains Boost BNP Results

Compiled by Our Staff From Dispatches

PARIS — Banque Nationale de Paris said its 1988 net profit rose 7.7 percent, to 3,06 billion francs (\$486.2 million), boosted by improved productivity.

Operating income rose 3.5 percent, compared with 6.9 percent in 1987. Foreign units accounted for nearly a quarter of it. (AFP, Reuters)

results were buffered badly by soaring foreign energy and agriculture loans. In 1988, the company announced a major restructuring plan.

Mellon attributed its first-quarter improvement to higher net interest revenue and service fee revenues, and decreases in operating expenses and provisions for credit losses.

Continental Bank Corp. of Chicago said its first-quarter income rose 10.4 percent, to \$75.6 million from \$68.5 million.

NTT: Top Executive Struggles to Keep Recruit Scandal From Splintering Japanese Giant

(Continued from first finance page)

communications had to have cooperation from NTT.

Four years after Japan's telecommunications market was first opened to competition, NTT's rivals have taken a paltry 1.4 percent of the market.

Recruit's Mr. Ezoe, long considered a crafty businessman, realized that far more was to be gained from an NTT ally than from being a rival.

"NTT took more than 100 years to build up its network, and it goes everywhere in Japan," said Masao Arimura, who oversees some of NTT's operations for Japan's Ministry of Posts and Telecommunications. "The new companies are starting from zero."

Those competitors have concentrated their telephone service on the most populated part of Japan, the Tokyo-to-Osaka corridor, where profits are largest. Even there, they have put only a small dent in NTT's earnings, which for the year ended March 31, 1988, were 243.24 billion yen on revenue of 5.66 trillion yen (\$42.9 billion at current rates).

NTT executives talk almost eagerly about a projected earnings decline of about 10 percent this year, hoping that will prove that competition from companies like Daini Den-

den Inc. and Japan Telecom Co. is having an effect.

The government is unpersuaded. "It has been a year and a half since the new competitors began service, but the monopolistic circumstance has not changed," Mr. Arimura said. "NTT is so big, it can move profits from one division to another. That helps them in controlling the market."

Those talking about an NTT divestiture usually consider two possibilities: Dividing telephone services geographically, much as the United States did when it broke up the Bell System, and forcing NTT to spin off subsidiaries.

Basic telephone service is the biggest part of NTT, and many Japanese say they are worried that dividing that service would lead to confusion and, at least initially, a decline in quality.

"That's what happened to AT&T, and no one in Japan would put up with it," said one NTT executive.

NTT has already made small steps in the direction of spinning off new businesses. It recently turned its successful data-systems division into a subsidiary, and there are rumors that the subsidiary could become an independent company.

But none of its new ventures are

ready. Even a joint venture with IBM in value-added networks for computer communications, Nippon Information Communications, "has not made any profit yet" and is not ripe for independence, said the executive.

Other ventures in real estate and optical electronics and a leasing company may eventually provide profits, but they are still small.

As the scrutiny grows, Mr. Yamaguchi is arguing that the questions of telephone service and NTT's involvement with Recruit should be separate. "They are different issues," he said. "But that is only in principle. People's impression is that NTT is too large, too strong."

And the scandal, with its deft string-pulling, only reinforced the image. "I guess I can't deny the linkage," Mr. Yamaguchi acknowledged.

For Mr. Yamaguchi, who has not been implicated, the scandal has marked the biggest strain in his 25 years at the company. He became president last June, just months before his mentor, Mr. Shinto, was gradually cornered in a series of lies and half-truths.

Mr. Yamaguchi is expected to be named chairman eventually. That post was not filled after Mr. Shinto resigned.

Nixdorf Profit Falls by 90%

Reuters

FRANKFURT — Nixdorf Computer AG, the troubled West German computer company, said Tuesday that group net profit plunged by 90 percent to 26.4 million Deutsche marks (\$14.2 million) in 1988 from 264.2 million DM in 1987.

Nixdorf, which also cut its 1988 dividend on preference shares to 4 DM from 10 DM, said it incurred a group operating loss of 9.8 million DM last year.

The company attributed the poor results to intense competition, rising materials costs and heavy development expenses. It said the net profit was largely due to one-time gains from real-estate sales.

Klaus Luft, Nixdorf management board chairman, also announced that he would step down on May 31.

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AVIS AUX ACTIONNAIRES

L'assemblée générale des actionnaires du 13 avril 1989 ayant approuvé la proposition d'affectation des réserves de l'exercice clos au 31 décembre 1988, a décidé de mettre en paiement un dividende brut de 98,90 par action "A" détenue au 17 avril 1989.

Ce dividende sera payé aux propriétaires d'actions "A" à partir du 18 avril 1989 contre remise du coupon N° 16 détaché des actions "A" ou des parts de copropriété du fonds de placement, non encore échangées contre des actions "A" de la Sicor, aux pochettes des établissements suivants:

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102, Boulevard Emile Jacqmain, Bruxelles

Conformément aux statuts, les dividendes mis en paiement et non réclamés par les détenteurs des actions "A" dans une période de deux ans à partir de la date de mise en paiement sont prescrits et reviennent à la Société.

En ce qui concerne les actionnaires possédant des actions "B", la Société se réserve le droit de décider de capitaliser en faveur des actions "B" le montant des dividendes non réclamés.

Révisé et approuvé: Possibilité est donnée, jusqu'au 30 juin 1989, aux porteurs d'actions "A", de réinvestir le produit de l'affectation du coupon N° 16, en souscrivant de nouvelles actions "A" ou "B" sans devoir acquiescer les frais d'émission (2%) et en, sur base de la valeur d'acquisition au jour de l'opération. Le complément en espèces, requis pour parvenir à l'unité supérieure du nombre d'actions à souscrire, pourra être versé aux mêmes conditions.

Pergamon Group plc

has acquired

Thomas Cook Travel Inc.

from

The Dun & Bradstreet Corporation

The undersigned acted as financial advisor to the purchaser.

ROTHSCHILD INC.

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April 19, 1989



Herald Tribune

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Malaysia Won't Block Bid, Denies Race a Factor

KUALA LUMPUR — Prime Minister Mahatir bin Mohamad refused on Tuesday to block a disputed takeover bid for the investment arm of Malaysia's largest ethnic Chinese political party. He also rejected racial interpretations of the affair.

"The government cannot interfere and obstruct what is a purely commercial deal, especially when such a deal can save public funds," Mr. Mahatir said. It was his first public statement on the takeover bid, which was valued at 1.13 billion ringgit (\$414.9 million) takeover bid for Multi-Purpose Holdings Bhd. by Hume Industries Bhd., a steel and concrete group.

Officials of the Chinese party, the Malaysian Chinese Association, said they feared the conglomerate might end up in Malay hands. This, they said, would erode the party's credibility and affect racial relations in Malaysia, which has known episodes of violent confrontation between Malays and Chinese.

Mr. Mahatir noted that the

government in 1986 had had to bail out Multi-Purpose's main shareholder, a Chinese-dominated cooperative, and said, "Party interests cannot override government duty to the public."

But he made a clear attempt to distance his party from any suspicion of complicity in the bid.

He said his United Malays National Organisation was "in no position to indulge in purchases of massive amounts of shares purportedly costing more than 1 billion ringgit or backing anyone to do so."

The prime minister denounced the "spate of rumors" about ethnic undertones of the Hume bid, saying these had "serious implications for racial harmony in Malaysia."

Mr. Mahatir made his statement after talks with Chinese Association leaders on the takeover bid, the largest in Malaysian history.

The Chinese Association's president, Ling Liong Sik, said that party leaders and Mr. Mahatir had reached "complete agreement on how this will be resolved."

"The prime minister has given us his fullest support," Mr. Ling said, without giving details.

Malays comprise 57 percent and Chinese about 32 percent of Malaysia's population of 17 million.

The Malaysian Chinese Association, which holds 17 of the 177 parliamentary seats, is the second-largest component in a 13-party national coalition led by the United Malays National Organisation.

Hume is controlled by Malaysia's Hong Leong Co. The Singapore-based Hong Leong group has diversified interests in Malaysia and Hong Kong. Hong Leong and Hume are registered on the Kuala Lumpur Stock Exchange.

Multi-Purpose Holdings, a company with interests in plantations, banking, shipping, property and gambling, is nearly 50 percent owned by Koperasi Serbaguna Malaysia Bhd., a cooperative comprising mainly members of the Malaysian Chinese Association.

The cooperative incurred large losses through mismanagement

and was placed under receivership in 1986 by the federal bank, which injected over 400 million ringgit to help it regain solvency.

"The government decided to rescue KSM and other deposit-taking cooperatives although it knew that the rescue was caused by a few former leaders of the MCA," Mr. Mahatir said.

He noted that the receivers of Koperasi Serbaguna control 28.9 percent of Multi-Purpose Holdings shares and another 20.9 percent of Multi-Purpose shares under trusts managed by the receivers, and said, "It is up to them to decide whether to accept the general offer or not, taking into account the best interests of the depositors of KSM."

Hume is offering 1.50 ringgit each for all of Multi-Purpose Holdings' 751.03 million shares, which were traded at 1.49 ringgit on Tuesday. Hume is making a general offer of 500 ringgit in cash and 1,000 ringgit in convertible loan stock for every 1,000 Multi-Purpose shares.

ADVERTISEMENT INTERNATIONAL FUNDS

April 18, 1989

Quotations supplied by funds listed. Net asset value quotations are shown for the funds. The market value of the fund is shown in parentheses. (1) = daily; (2) = weekly; (3) = monthly; (4) = quarterly; (5) = semi-annually; (6) = annually; (7) = bi-monthly; (8) = tri-monthly; (9) = quarterly; (10) = semi-annually; (11) = annually; (12) = bi-monthly; (13) = tri-monthly; (14) = quarterly; (15) = semi-annually; (16) = annually; (17) = bi-monthly; (18) = tri-monthly; (19) = quarterly; (20) = semi-annually; (21) = annually; (22) = bi-monthly; (23) = tri-monthly; (24) = quarterly; (25) = semi-annually; (26) = annually; (27) = bi-monthly; (28) = tri-monthly; (29) = quarterly; (30) = semi-annually; (31) = annually; (32) = bi-monthly; (33) = tri-monthly; (34) = quarterly; (35) = semi-annually; (36) = annually; (37) = bi-monthly; (38) = tri-monthly; (39) = quarterly; (40) = semi-annually; (41) = annually; (42) = bi-monthly; (43) = tri-monthly; (44) = quarterly; (45) = semi-annually; (46) = annually; (47) = bi-monthly; (48) = tri-monthly; (49) = quarterly; (50) = semi-annually; (51) = annually; (52) = bi-monthly; (53) = tri-monthly; (54) = quarterly; 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SPORTS

Soccer Chief Regrets Remark; Some Stadium Fences Felled

The Associated Press
BERN—Jacques Georges, president of the Union of European Football Associations, said Tuesday that he may have overreacted when he accused fans at the Sheffield disaster of behaving in a beastly fashion.

"Perhaps my words were too harsh," Georges said in an apologetic letter to Bert Millichip, chairman of the English Football Association.

In a French television interview Monday, Georges, the president of Europe's highest soccer authority, UEFA, had also said the disaster looked too frightening to contemplate English teams being readmitted to the European club competition from which they were barred after the May 1985 tragedy at Brussels' Heysel stadium.

Georges sent the letter after his comments had caused an uproar in England, which is mourning 95 Liverpool fans crushed to death in Saturday's disaster.

Georges's letter, according to the English-language text released at UEFA headquarters here, read in part:

"I would like you to understand the reaction of the president of UEFA who, for the last four years, has been marked by the drama of Heysel."

"Seeing images again which, one must admit, resemble those sorrowful ones of May 1985... and having learned of reports which mentioned that spectators without tickets had forced their way into the stadium, thus causing the tragedy, I may perhaps have reacted too violently."

In the interview Monday, Georges said fans at Saturday's match in Hillsborough Stadium behaved "like beasts" and said their conduct was "not far from hooliganism." He also said the Liverpool region seemed to have "a particularly aggressive mentality."

Earlier in London, Home Secretary Douglas Hurd called on

Georges to retract the statement.

Georges's remarks Monday came as Liverpool and three other top-rated soccer clubs, Tottenham, Derby and Wimbledon, announced they would tear down anti-riot perimeter fencing.

Most of the victims, all Liverpool fans, were crushed to death against the heavy steel railings while trying to flee as late-arriving fans surged into a standing-room-only area.

Liverpool also announced it was postponing for a week a decision whether to go ahead with the FA Cup semifinal against Nottingham Forest.

FA chief executive Graham Kelly had fixed a revised date of May 7 for the game, at Manchester United's Old Trafford Stadium.

But Liverpool's chairman, John Smith, accused the FA of being "insensitive," saying it had acted prematurely in re-scheduling the match.



Workers dismantling barriers between the field and the stands at the Tottenham stadium Tuesday.

Soviet Boxers Sign Agreement to Fight As Pros in the U.S.

By Phil Berger
 New York Times Service

NEW YORK—Soviet boxers will be turning professional for the first time under an arrangement that will have them coming to the United States for training and bouts.

The development was announced Monday by Lou Falcigno, a New York promoter and closed-circuit television exhibitor, and Soviet sports authorities.

The Soviet officials said they had agreed to join Falcigno in a 10-year joint venture in which Soviet boxers would work out under American trainers, assisted by Russian trainers.

The boxing announcement is the latest development involving a Soviet sports presence in North America.

On March 31, Sergei Priakin became the first athlete from the Soviet Union to be permitted to play for a professional team in North America when he made his debut with the Calgary Flames of the National Hockey League.

The Soviet Union's fledgling national baseball team began a United States tour on April 11 in a game at the United States Naval Academy.

Falcigno said six Soviet boxers would be selected by October, with some of them possibly being chosen sooner. He mentioned Alexander Miroshchenko and Rastan Miroshchenko, both heavyweights, as likely members of the contingent. Miroshchenko was outpointed by Riddick Bowe of the United States at the Seoul Olympics.

Falcigno, speaking at a news conference in Manhattan, said that some of the fighters could have their first professional bouts before the end of this year, but that there was also a possibility all six of them might debut on the same card early next year.

The Soviet fighters are expected to live and train in the metropolitan New York area. Although plans call for them to fight in the United States, Falcigno said that a bout or two might be in the Soviet Union.

Tommy Gallagher, who trains fighters out of a gym in New York, will be one of the American trainers who will work with the Soviet boxers. Gallagher is best known as

the trainer of the former World Boxing Council light heavyweight champion Danny LaZarte.

"I've also worked Angelo Dundee, Richie Giachetti, and Kevin Rooney," said Falcigno, referring to other trainers under consideration, and suggested they would be interested.

By the arrangement Falcigno signed with Sovintersport and the Soviet Boxing Federation, Soviet professionals would fight exclusively for him.

"If they don't want to fight after a while, they can go home," Falcigno said. "But they can't fight for King or Arum or any other promoter. Within the 10-year period, they can't fight for anyone else." Bob Arum and Don King are boxing leading promoters.

Falcigno said that a confidentiality clause did not permit him to discuss the specifics of what money would be paid to Sovintersport for the exclusive rights to the Soviet boxers.

Victor Galiev, director-general of Sovintersport, said through an interpreter: "There are guarantees on both sides. Both sides are satisfied."

Falcigno reportedly paid a lump sum in the high six figures as an international licensing fee and will pay additional money per fighter.

"They're the only entry in the U.S.S.R. authorized to commercialize sport," Falcigno said of Sovintersport. "The way it's set up, I get 50 percent of monies earned, the joint venture partner gets 50 percent. The Russians pay the fighters. I don't make any direct payment to the fighters."

Galiev's assistant, Vladimir Kozlov, said: "The system is that each fighter will receive a stable salary. Extra money paid will be on the success and amount of prize money."

Galiev said that Soviet officials chose Falcigno from among "about 30 others," but he declined to say what persuaded them to select him.

"Please, leave us this little secret," Galiev said.

Falcigno's Momentum Entertainment also gets the right to act as an agent for the Soviet fighters in securing endorsements and sponsorship deals.

With Soccer on Its Knees, the Game's Leader Found the Shins

International Herald Tribune
LONDON—Jacques Georges, the president of UEFA, has not upheld the dignity of his office this week.

When soccer, his game, was on its knees because of the Sheffield tragedy, Georges broadcast a ranting and ranting condemnation of dead and bereaved victims of Saturday's Hillsborough tragedy.

To comment, as Georges did on Monday

he regrets the outburst, but there are other regrets regarding UEFA under his presidency.

Not least is that the organization—ostensibly protector and guardian of soccer's most important continent—contributed through negligence to deaths in Heysel Stadium in 1985, according to evidence laid in the Brussels court.

The violence then of some Liverpool fans was criminal, but the toll was exacerbated by an unsafe stadium.

Who chose that stadium? UEFA.

Who failed to properly inspect that stadium? UEFA.

Many of the 39 who died in Heysel perished beneath a decayed wall. A large proportion of the 94 Hillsborough victims were crushed against steel fencing that UEFA has instructed clubs to erect.

Hindsight tells us the Hillsborough perimeter fence had insufficient gates. Thank God some English clubs, Tottenham and Derby among them, are immediately dismantling their cages.

But still they take risk. Tottenham chairman Irving Scholar intends to go ahead with a league match against Everton (a close neighbor to Liverpool Football Club) on Saturday knowing that the removal of barriers could invite an invasion of the playing field.

He intends to inspect the Reims stadium in France, where steel fencing is electronically programmed to swivel open in emergencies. Excellent; but clubs should close down until their stadiums are safe beyond doubt.

The Liverpool vs. Nottingham Forest FA Cup semifinal, meanwhile, will be replayed, if Liverpool finds the stomach to contest it, on May 7 at Manchester United's ground.

That has more steel cages than anywhere I have witnessed, but more gates than the single exit that proved tragically inadequate at Sheffield.

There is no escape from the wound Jacques Georges added to Liverpool people. He offers an apology and talks of coming to England. It may take a long time before he is welcome.

The game, if not always life, goes on. For those with passions untouched by tragedy, UEFA's three major tournaments are close to climax.

Wednesday's semifinal second legs are worth colossal—you might think obscene—amounts of money. AC Milan players are promised a bonus of \$170,000 each to win the European Champions Cup.

They are one step away from the final, having drawn the away leg against Real Madrid. Their San Siro stadium will be bursting at the seams with Milanese paying

\$3 million in anticipation of their team finishing the job.

Satellites from 100 nations will pump in even more cash from TV and advertising spin-offs.

Having witnessed the first leg in Spain, I can just about remember the thrill of Milan's supremacy there, and the liberating influence that three Dutchmen have on Milan's refusal to conform to defensive mentality.

Yet Rudi Gutli, Marco Van Basten and Frank Rijkaard consider Milan that is still inhibiting their potential. They argue that Milan doesn't use the wings enough, that midfield is geared to too much hard running and too little creativity.

Gutli and Van Basten worry that they are isolated attackers. Silvio Berlusconi, the entrepreneur who owns them and owns the team, says the Dutchmen should work for the ball.

A small family squabble; welcome to Milan, boys.

I suspect it will do no lasting harm and Milan will prevail. But don't rule out some vigorous Madrid counter-attacking.

The outcome is less certain than the Romanian Army team Steaua Bucharest conquering Galatasaray of Turkey. A 4-0 first leg lead and an awesome ability gap makes Steaua virtually unbeatable.

More gargantuan Italian wealth prompts Napoli to forgo the league cham-

ionship and instead pursue the UEFA Cup.

Diego Maradona, unavailable for league business, swallowed painkillers and created two goals in the first leg against Bayern Munich and will doubtless make similar sacrifice if it helps maintain that advantage in the return game in West Germany.

If Napoli succeeds, it avails the winner between Barcelona and Red Star Sofia. Barcelona won the first leg, 4-2, thanks to Gary Lineker's revitalized attacking spirit.

However, Bulgaria is not Catalonia. Lineker has not been as inspired since. And Barcelona is vulnerable to the cunning finishing of Hristo Stoichkov. A contest by no means over.

Sampdoria of Genoa is trying to maintain the Italian presence in the Cup Winners' Cup. With Italy's coveted striker Gianluca Vialli prompted by the Latin touches of Spain's Victor and Brazil's Toninho Cerezo, Sampdoria seeks to reverse a 2-1 deficit from the away leg in Mechelen.

Mechelen, or Sampdoria, would meet the winner of a tense East vs. West German struggle between Dynamo Dresden and VfB Stuttgart.

The Stuttgarters mustered a one goal lead at home, hardly a convincing margin to take across the border, where 35,000 Dresdners roared Ulf Kirsten to a hat-trick on a previous UEFA Cup night.

Rob Hughes is on the staff of the Sunday Times

ROB HUGHES

from the comfort and remoteness of France, that Liverpool supporters seemed to be "beasts" is unforgivable.

His indictment would constitute insensitivity were it true: there was no evidence of the fans' malevolence.

By Tuesday, Georges attempted to erase his foul. He said the words were spoken out of emotional upset having just seen the television pictures.

We all are upset. But even those close enough to know what we are talking about had a duty to think before they judge. Those crushed at Hillsborough were not granted two minutes, let alone two days.

Emotional self-control is a duty of leadership, and Georges failed in that catastrophically.

The Frenchman might now consider the honorable course of resignation. He says

BOOKS

THE WHALES IN LAKE TANGANYIKA

By Lennart Hagerfors. Translated by Anselm Hollo. 172 pages. \$16.95. Grove Press, 920 Broadway, New York, N.Y. 10010.

Reviewed by Michiko Kakutani

In 1871, the journalist Henry Morton Stanley was commissioned by The New York Herald to go to Africa to find David Livingstone, and he found the missing explorer on the shores of Lake

Tanganyika, deep in the heart of the continent.

Livingstone declined to return to civilization and died in a local village two years later; Stanley went on to lead several further expeditions and earn fame as an explorer himself.

From these bare bones of a story, the Swedish writer Lennart Hagerfors has fashioned a fiercely imagined novel that turns Stanley's journey into a Conradian parable of innocence and evil.

Indeed "The Whales in Lake Tanganyika" becomes a variation on "The Heart of Darkness," a variation in which Stanley begins by playing the role of Marlow—that is, a detached seeker of truth—and ends by becoming Kurtz, a man consumed by the very darkness he sought to banish.

The story is narrated, in journal form, by John Shaw, one of the two white men to accompany Stanley on his journey.

In real life, little is known about Shaw. He appears only fleetingly in Stanley's book, "How I Found Livingstone," and then only in an unflattering light. As imagined by Hagerfors, however, Shaw

emerges as a full-fledged character, whose descent into madness serves as an added metaphor for Stanley's journey.

Shaw quickly finds that the physical challenges of the expedition are almost more than he can manage. The heat, the bugs, the smell of excrement and gangrenous flesh, the difficulties of balancing on the back of a donkey as the expedition makes its way through a snake-infested forest—all are described in wrenchingly visceral, if occasionally humorous, terms.

Yet at the same time, Hagerfors—who grew up in the Congo where his parents were missionaries—manages to convey to us the almost paradisaical beauty of this continent: a place where the plains and forests contain "an emptiness that is almost euphoric."

It is this unspoiled land that Stanley and his followers want to ravish and subdue. As Shaw recalls Stanley saying: "After the success of our expedition, European settlers would come streaming into Africa. The savannah would be plowed and sown with wheat and rye. The wild beasts would be shot or domesticated, railroads would be built across

the continent, people would ride around on fleet-footed zebras, and the forests would be cut down for buildings and fuel for the factories that would spring up by the railroads. The Negroes would be baptized and taught to work."

The price of this colonial dream, of course, is a high one, as Shaw's observations of barbaric slave traders and unscrupulous ivory merchants make clear.

In his own case, the African adventure leads to disorientation and madness, documented by his increasingly windy and abstract prose. In the case of Stanley, it leads to more and more brutality, more and more excursions into hatred and fear.

Toward the end of the novel, the echoes of Conrad's "Heart of Darkness" grow somewhat overtly pronounced.

For the most part, however, Hagerfors has succeeded in using his assured storytelling powers to turn history into myth, and in doing so, to create a compelling and original fiction.

Michiko Kakutani is on the staff of The New York Times.

JUMBLE: THAT SCRAMBLED WORD GAME

by Henri Arnold and Bob Lee

Unscramble these four Jumbles, one letter to each square, to form four ordinary words.

NOPIA
 PUTIL
 TUILGY
 UPDINT

Print answer here: _____ (Answers tomorrow)

Yesterday's Jumble: ACIRD FUSSY REALTY TEMPER

Answer: He wanted to be an astronaut, but they said all he had taken up in school was "space."

BEST SELLERS

The New York Times
 This list is based on reports from more than 2,000 bookstores throughout the United States. Weeks on list are not necessarily consecutive.

THE SATANIC VERSES, by Salman Rushdie, 1 7
 A PRAYER FOR OWEN MEANY, by John Irving, 2 4
 STAR, by Lisa See, 3 5
 THE JOY CLUB, by Amy Tan, 4 15
 BILLY BATHGATE, by E.L. Doctorow, 5 7
 THE LONG DARK TEA-TIME OF THE SOUL, by Douglas Adams, 6 6
 THE EDGE, by Dick Francis, 7 8
 CATS' EYE, by Margaret Atwood, 8 9
 BREATHING LESSONS, by Anne Tyler, 9 27
 WE ARE STILL MARRIED, by Garrison Keillor, 10 12
 KILLSHOT, by Elmore Leonard, 11 2
 MORNING GLORY, by LeVay Spencer, 12 13
 THE FORTUNE, by Michael Chabon, 13 14
 THE SANDS OF TIME, by Sidney Sheldon, 14 8
 THE CARDINAL OF THE KREMLIN, by Tom Clancy, 15 37

2 A BRIEF HISTORY OF TIME, by Stephen W. Hawking, 2 52
 3 BLIND FAITH, by Joe McGinnis, 3 12
 4 THE BLOODING, by Joseph Wambaugh, 4 9
 5 INNOCENCE, by John Alton, 5 8
 6 WORDSTRUCK, by Robert MacNeil, 6 1
 7 "FUNNY, YOU DON'T LOOK LIKE GRANDMOTHER," by Lois Wyr, 7 5
 8 A BRIGHT SHINING LIE, by Neil Sheehan, 8 21
 9 SECOND CHANCES, by Judith S. Wollstein and Sandra Blakeslee, 9 11
 10 LEGENDS, LIES, AND CHERISHED MYTHS OF AMERICAN HISTORY, by Richard Sammel, 10 6
 11 "WHAT DO YOU CARE WHAT OTHER PEOPLE THINK?" by Richard P. Feynman with Ralph Leighton, 11 12
 12 INTELLECTUALS, by Paul Johnson, 12 15
 13 THE LAST LION, by William Manchester, 13 3
 14 THE BOY WHO COULDN'T STOP WASHING, by Judith L. Rapoport, 14 9
 15 PAVING THE WATERS, by Taylor Branch, 15 12

ADVICE, HOW-TO AND MISCELLANEOUS
 1 WEALTH WITHOUT RISK, by Charles J. Givens, 1 12
 2 THE 8-WEEK CHOLESTEROL CURE, by Robert E. Korman, 2 93
 3 ONE UP ON WALL STREET, by Peter Lynch with John Rothchild, 3 5
 4 GETTING THE LOVE YOU WANT, by Harville Hendrix, 4 6
 5 LEADERSHIP SECRETS OF ATTILA THE HUN, by Wes Roberts, 5 1

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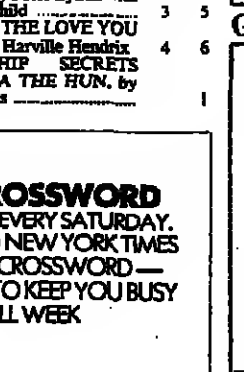
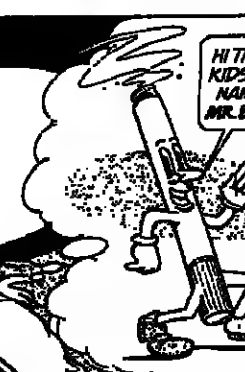
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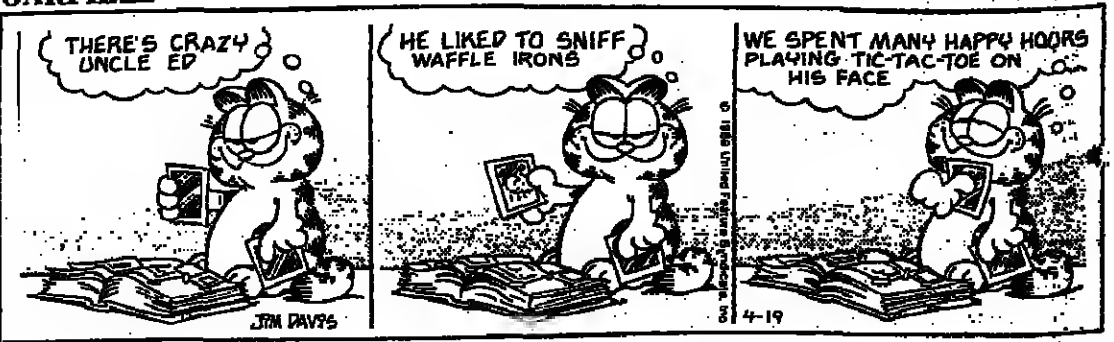
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 ALL WEEK

SPORTS

NFL Owners Agree to Create League With European Teams

By John Meehan

International Herald Tribune

NEW YORK — National Football League owners on Tuesday unanimously approved a proposal to create a springtime international league that could include up to a half-dozen new franchises in Western Europe.

Although details have yet to be worked out, league officials said they were confident of fielding between 10 and 12 teams by next spring. The franchises would be divided between the United States and Europe.

"It's a very exciting concept, but we have to learn a lot more about it," said Wellington Mara, owner of the New York Giants, after a two-hour meeting in Manhattan.

Wimbledon Sweetens Pot To \$5 Million

The Associated Press

WIMBLEDON, England — Wimbledon became the first \$5 million tennis tournament Tuesday as a 23 percent increase in prize money pushed it to \$5.3 million for the summer's event.

The previous record for a tennis tournament was last year's \$4.4 million U.S. Open, and Wimbledon officials said they expected the Americans to top their amount when the prizes for the tournament are announced next month. Wimbledon offered a total of \$4.3 million last year.

"If we offered \$10 million, they would probably offer \$11 million," said Buzzer Hadingham, the Wimbledon chairman.

The \$5.3 million to be awarded to players at the 1989 Wimbledon tournament, set for June 26 to July 9, will include a bonus of \$330,000 for the men's winner and \$298,000 for the women's champion, compared to \$272,000 and \$245,000 for the winners last year.

Even early losers will profit this summer, with first-round men's losers earning nearly \$45,000 as compared to \$3,850 last summer.

Hadingham said the tournament was able to offer a record prize pool because the 1988 event was "the most successful to date financially."

"Each year we look at it in the light of what is a fair amount for the players," he said. "After all, without the players we wouldn't get anyone coming here."

Wimbledon officials said they would add three-row temporary stands along three outside courts for this summer's tournament, bringing the total seating capacity to 27,000.

After last weekend's soccer tragedy in Sheffield in which 96 people died, Hadingham said officials had re-examined emergency facilities at Wimbledon and may once again consider replacing standing-room areas with seats.

Ter Schrumm, who announced his resignation as president and general manager of the Dallas Cowboys, was named president of the new league.

Schrumm's position with the Cowboys has been uncertain since Arkansas businessman Jerry Jones purchased the club from Bum Phillips and dismissed veteran coach Tom Landry. The purchase was formally approved by NFL owners at the Tuesday meeting.

"Right now it's in a very formative stage," said the 66-year-old Schrumm, referring to the international league at a news conference Tuesday. He added that he was "not at all familiar with Europe" and that he and a committee of NFL owners would spend the next two to three months preparing a more detailed plan.

"Essentially, we voted for the concept, now we have to formulate a plan," acknowledged a league official.

Schrumm said the NFL had yet to make any decisions on possible sites for new franchises. However, he pointed to the popularity of American football in Italy and West Germany.

In recent weeks, London, Frankfurt, Dublin and Milan have been mentioned as probable sites for some of the teams. But the only definite decision is that the league will not expand into Canada and compete with the Canadian Football League.

A more immediate concern to NFL owners is to secure a commitment for television coverage from one of the U.S. networks and in

Europe. Indeed, the NFL's decision to expand internationally is part of a growing trend among professional sports leagues in the United States who fear that their income from domestically televised games is peaking. The deregulation of European television and the growing need for programming could create a big revenue source for U.S. leagues.

Schrumm emphasized that the new franchises would be owned locally and that the new league would be operated independently of the NFL. Still, the teams would include NFL players, as well as local talent.

"It is not a theater league, a developmental league or a minor league," declared Schrumm.

Nevertheless, he acknowledged that players would undoubtedly move between the international league and the NFL. In the case of NFL players moving into the international league, Schrumm said talent would likely be distributed through a draft.

In the 1970s, Schrumm brought converters into the hunt for talent for the Cowboys. He has also been a force behind the use of instant replay in the league. He is chairman of the league's competition committee and a member of the executive committee of the NFL Management Council.

In other developments, owners said there has been no progress in finding a replacement for retiring NFL commissioner Pete Rozelle. A six-member search committee of club owners is trying to come up with possible candidates, and Rozelle has said he would stay on until a successor is named.



Russ Courtnall of the Canadiens is damped by Boston's Bob Sweeney in the NHL division finals.

VANTAGE POINT/Tony Kornheiser

The Great Gretzky Serves Up the Future, on Ice

WASHINGTON Post Service

WASHINGTON — Most people on the U.S. East Coast went to sleep last Saturday night not knowing that 3,000 miles west, a new national pastime was busy being born. Not until Sunday morning did we learn that the Los Angeles Kings had bounced the Edmonton Oilers, the defending National Hockey League champions, from the playoffs. But it wasn't so much that the Oilers lost that made news — as it was who beat them, where and who was watching.

Who? The Great Gretzky, Edmonton's lost treasure.

Where? L.A., the trendoid capital of the world.

Watching, among others: Jack Nicholson, Sylvester Stallone and Michael J. Fox.

I have seen the future of sports in America. It is Jack Nicholson ponding on the glass sideboards at a Kings game. It made all the high-light packages: The Cuckoo Man himself, leering devilishly, smacking his palms on the glass in exultation at The Great One.

What more certification do you need? Must we wait for John Denver to write a song about the guy?

Thank you, Peter Fackelman for doing something that no one in the history of the NHL had accomplished — popularizing hockey in the United States by shipping us the game's singular player and placing him in the epicenter of the star universe.

Before The Trade last August, hockey was a minor American sport, fashionable only in the northern latitudes — places where it got so cold the farmers grew frozen vegetables. Now that Gretzky's doing stardom right only in L.A. Land — reshaping a team that finished 98

games under 500 over the last seven years into the fourth-highest point total in the NHL — revisionists will start making hockey the thinking man's sport, a cerebral game of timeless grace and geometric symmetry.

Not in jump on the bandwagon, but hockey has always been my favorite sport; close friends know I never go anywhere without my skates. Let me give you some of my 99 reasons why hockey is better than baseball:

1.) In baseball only the American League has the designated hitter, but in hockey everybody's a designated hitter.

2.) The Zamboni Turbo chumps the bullpen.

3.) Hockey fans are more faithful than baseball fans. You don't need to tempt them with a three-dollar night and a free plastic beer mug. Anyway, what would you give a hockey fan, 15 free stitches?

4.) Hockey players don't chew tobacco. Nor do they scratch; too much padding, they can't get to it.

5.) Since you can't see the puck, there's time to do many other things while you're watching hockey. Like mow the lawn, or watch a baseball game.

6.) There are seven Canadian cities in the NHL, two in baseball. Hockey gives you five more states to hear the best anthem in the business, "O Canada."

7.) If you bring a flask of Scotch to a hockey game, you can always go down to the field and get Joe. Baseball isn't cocktail-friendly. Who'd pour Scotch over grass, dirt or artificial turf?

8.) Hockey is kinder and gentler than baseball. Score three goals in hockey, fans throw hats at you. Hit three homers, the pitcher throws a fast ball at your face.

9.) Since all NHL team physicians are dentists, fans can always get emergency root canals between periods.

Hockey. It's wild, it's wow and it's The Great One can keep the Kings in the playoffs through the Stanley Cup finals, it's coming to your living room.

Say it soft and it's almost like praying: Network Television.

"The NHL will never admit this," said someone at NBC, "but they're on their hands and knees praying for Gretzky to get to the finals."

Pay attention: not the Kings, Gretzky.

"You don't sell teams, you sell players," advised the NBC man. "Most people don't know what the Los Angeles Kings are, but they know Gretzky."

Network TV hasn't done hockey in years. The last time anybody tried was CBS in Game 6 of the Flyers-Islanders Stanley Cup final in 1980. One game and *sayonara*. Most of the CBS affiliates south of the snow belt said thanks, but no thanks, and ran "Leave It to Beaver" reruns instead.

SportsChannel America has exclusive rights to the NHL this year, but there have been better complaints that hockey telecasts aren't as widely available as they were last season on ESPN.

If the potentially incandescent combination of a true star in Gretzky and a California vogue-crazy city like L.A. were to excite the American sporting public with a great playoff run, NBC might be induced to expand its NHL plans.

Gretzky engineered The Trade to go to L.A. to accommodate his wife, Janet "The Unknown Ingenue" Jones. Serendipitously, Gretzky can be to hockey in the United States what Pelé was to soccer; Pelé was a whirlwind in his few years with the Cosmos, creating a boomlet for soccer.

Sweden, the defending world champion, was to play West Germany Tuesday night.

Penguins Defeat State Rival in NHL; Roy Saves Montreal

The Associated Press

Patrick Roy extended his unbeaten streak at the Montreal Forum to 33 games (28-4-4) on Monday night, making 26 saves in leading the Canadiens past the Boston Bruins, 3-2, in the opener of the Adams Division final.

The Penguins, who swept the New York Rangers in the first round, took their fifth consecutive victory with a comeback 4-3 decision over the Philadelphia Flyers in the Patrick Division.

Los Angeles was at Calgary in the Smythe Division Tuesday night, and Chicago at St. Louis in the Norris Division.

Canadiens 3, Bruins 2: In Montreal, the Canadiens were led by the spectacular goaltending of Roy and an opportunistic offense.

The Canadiens, who lost a playoff series to Boston for the first time in 45 years last spring, managed just 15 shots at Andy Moog. But Russ Courtnall, Mike Keane and Claude Lemieux were able to beat the goalie.

The Bruins took the lead in a conservatively played first period during which there were only nine shots. Rookie John Carter scored his first playoff goal with a 55-foot snap shot through the legs of defenseman Chris Chelios and then through Roy's pads at 4:39.

Courtnall led it at 3:42 on a delayed penalty against Boston. Keane, a rookie, broke the tie with 1:23 to go in the period, taking a perfect pass out from behind the net by Bobby Smith.

Penguins 4, Flyers 3: In Pittsburgh, Rob Brown took Kevin Stevens' pass from behind the net and scored from the slot with 6:34 remaining as the Penguins rallied to beat Philadelphia.

The Penguins, outshot at one point 20-6 and trailing 3-1, got goals from Dan Quinn and John Cullen just 33 seconds apart in the second period. They then rode Tom Barrasso's clutch goaltending to score their fifth consecutive playoff victory.

Brown's goal, his third of the playoffs, came after Flyers goaltender Ron Hextall made four spectacular saves earlier in the period to keep the Penguins from blowing open the game.

The Flyers, keeping the puck in their attacking zone for most of the first 30 minutes, scored three special team goals.

But the Penguins tied it behind a Quinn-led second line. Quinn took a shot by Zarek Zalapski off the back boards and scored on a power play at 7:44 with Hextall out of the crease.

Cullen tied it at 8:17, skating from behind the net to slip the puck between Hextall's legs after Jim Johanson intercepted Hextall's clearing pass.

The Flyers had taken a 1-0 lead on Dave Poulin's goal in the first period.

Mario Lemieux took Zalapski's pass from the left wing boards and scored in Hextall's glove-hand side to make it 1-1.

World Results

The Soviet Union skated to a 4-1 victory over Finland in the World Hockey Championships in Stockholm Tuesday. (See Scoreboard.) Czechoslovakia trounced Poland, 15-0, and Team Canada downed the United States, 8-2.

Sweden, the defending world champion, was to play West Germany Tuesday night.

SCOREBOARD

BASEBALL

Major League Standings

AMERICAN LEAGUE

East Division

Team	W	L	Pct.	GB
Milwaukee	4	3	.545	—
Toronto	4	3	.545	—
Seattle	4	3	.545	—
Cleveland	4	3	.545	—
Boston	4	3	.545	—
New York	4	3	.545	—
Detroit	4	3	.545	—

West Division

Team	W	L	Pct.	GB
Texas	10	2	.833	—
Minnesota	7	3	.692	—
Kansas City	7	3	.692	—
California	6	4	.600	—
Chicago	6	4	.600	—
Seattle	6	4	.600	—

NATIONAL LEAGUE

East Division

Team	W	L	Pct.	GB
Chicago	8	3	.727	—
Philadelphia	8	3	.727	—
Montreal	7	4	.636	—
St. Louis	5	3	.625	—
New York	5	3	.625	—
Pittsburgh	4	3	.571	—

West Division

Team	W	L	Pct.	GB
San Francisco	4	4	.500	—
Cincinnati	4	4	.500	—
Atlanta	4	4	.500	—
San Diego	4	4	.500	—
Houston	4	4	.500	—
Los Angeles	4	4	.500	—

Monday's Line Scores

AMERICAN LEAGUE

Team	W	L	Pct.	GB
Baltimore	10	0	1.000	—
Seattle	10	0	1.000	—
Philadelphia	10	0	1.000	—
San Diego	10	0	1.000	—
Los Angeles	10	0	1.000	—

NATIONAL LEAGUE

Team	W	L	Pct.	GB
Philadelphia	10	0	1.000	—
San Diego	10	0	1.000	—
Los Angeles	10	0	1.000	—
San Francisco	10	0	1.000	—
Atlanta	10	0	1.000	—

TRACK & FIELD

Boston Marathon

The 26th Boston Marathon was held today, and the results were as follows:

Rank	Name	Time
1	Abel Mekonnen, Ethiopia	2:09:00
2	John Treacy, Ireland	2:10:00
3	John Treacy, Ireland	2:10:00
4	John Treacy, Ireland	2:10:00
5	John Treacy, Ireland	2:10:00

HOCKEY

NHL Playoffs

Division Finals

Team	W	L	Pct.	GB
Philadelphia	2	1	.667	—
Pittsburgh	2	1	.667	—
Montreal	2	1	.667	—
St. Louis	2	1	.667	—
New York	2	1	.667	—

World Hockey

TUESDAY'S RESULTS

Team	W	L	Pct.	GB
Canada	2	2	.500	—
United States	2	2	.500	—
Czechoslovakia	2	2	.500	—
Sweden	2	2	.500	—
Finland	2	2	.500	—

CRICKET

WEST INDIES VS INDIA

Team	W	L	Pct.	GB
West Indies	2	2	.500	—
India	2	2	.500	—

3 Straight Homers Revive the Mets

The Associated Press

Darryl Strawberry, Kevin McReynolds and Keith Hernandez hit consecutive home runs in the third inning, shaking the New York Mets out of their offensive slump to defeat the Philadelphia Phillies, 5-2, on Monday.

The Mets began the game with the worst record in the National League at 3-7 and had scored just 35 runs, fewest in the league. Their poor start prompted manager Dave Johnson to criticize them Sunday for their "lackluster" performance.

He told them until things improved, playing cards and golf were out.

With the Mets leading 2-0, Strawberry homered over the left-center field fence with one out in the third. It was his fourth home run of the season and fourth in 11 at-bats. McReynolds hit Don Carman's next pitch for his first home run, and Hernandez followed two pitches later with his first homer.

"I got chills that timing," Johnson said. "After three home runs, the dugout was like the old Mets."

Sid Fernandez gave up two runs on five hits in 3 1/3 innings for the Mets.

Expos 2, Cubs 1: In Montreal, Chicago's seven-game winning streak ended as Andres Galarraga hit a two-run homer in the sixth inning to lift Montreal.

The winning streak was the Cubs' longest since June 1983.

Tom Foley singled with one out in the sixth off Greg Maddux, and Galarraga hit a 416-foot (126.7-meter) homer over the left-field fence to give the Expos a 2-0 lead.

Cardinals 4, Pirates 2: Ozzie Smith's run-scoring double sparked a three-run eighth inning for St. Louis.

The Red Sox scored another run when Mark Williamson walked. Rick Cerone with the bases loaded.

Yankees 7, Blue Jays 2: In Toronto, Andy Hawkins pitched a five-hitter for his first American League victory, and Roberto Kelly drove in four runs.

New York broke a 2-2 tie with an unearned run in the seventh inning and wrapped it up in the ninth on Kelly's bases-loaded triple and Steve Sax's RBI grounder. Bob Brower of New York and Fred McGriff of Toronto hit solo homers.

BASEBALL ROUNDUP

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In the ninth, the Brewers loaded the bases, setting the stage for Spier's grand slam.

Angels 3, White Sox 0: In Chicago, Devon White doubled home a run in the first inning and started a two-run ninth with another double as California won its third straight game and second consecutive shutout behind the six-hit pitching of Kirk McCaskill and Bryan Harvey.

Mariners 7, Athletics 2: In Seattle, Henry Cotto hit his first two home runs of the season, and rookie Erik Hanson held Oakland to four hits through eight innings. Cotto's two-run homer put Seattle ahead 2-1 in the Mariners' four-run fourth inning, and he added a solo shot in the seventh.

Hanson gave up a run in the first inning and then checked the A's until Tony Phillips homered in the sixth.

Brewers 8, Rangers 1: Terry Francona, who broke up Nolan Ryan's no-hit bid in the eighth inning last week, got three hits Monday night, two off Ryan. Rookie Bill Spier hit a grand slam for his first major-league home run as visiting Milwaukee snapped Texas' record eight-game winning streak.

Francona doubled and scored in Milwaukee's two-run second inning, singled and scored in the sixth and singled a run across in the seventh.

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